

TECHNOLOGY DEPT.

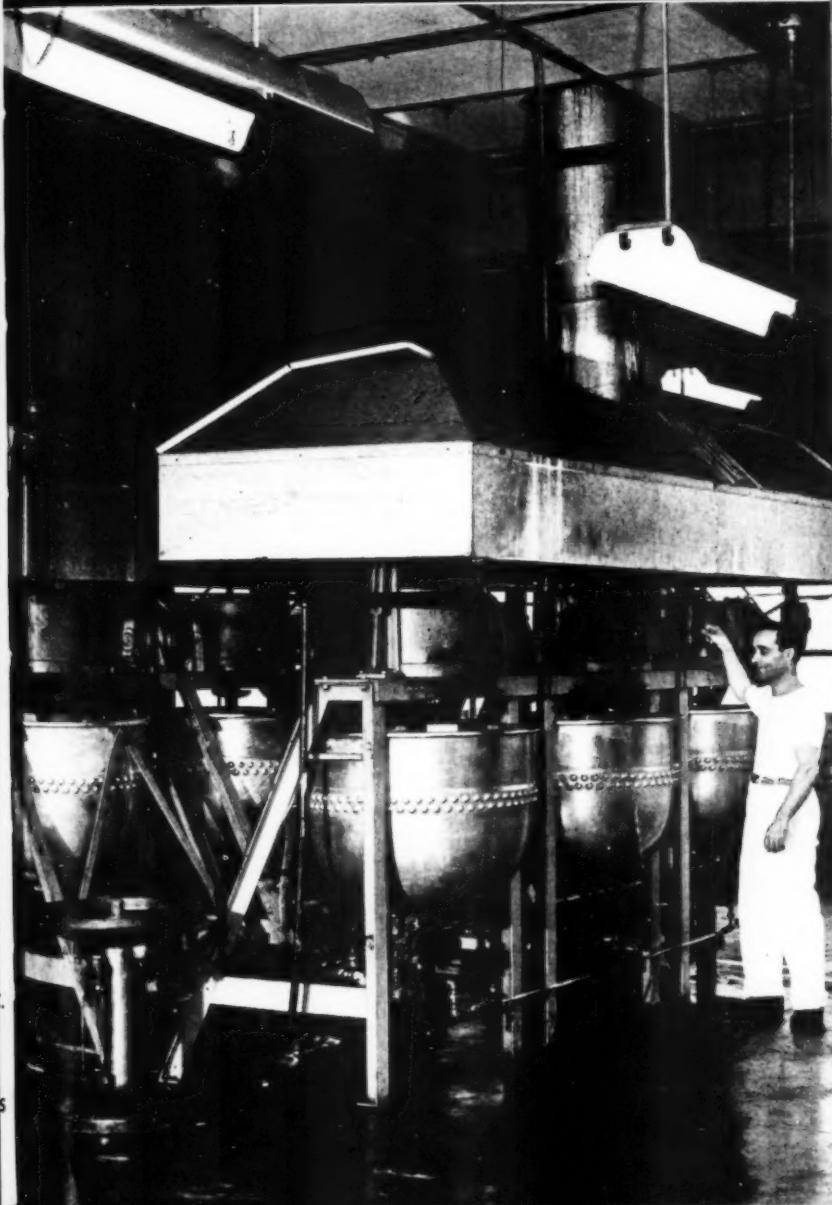


The

# Manufacturing Confectioner

PUBLIC LIBRARY  
JUL 17 1952  
DETROIT

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



Tempering and  
Chocolate  
Fat-Bloom

Report of NCA  
Convention-Exposition

Hannover  
Technical  
Fair

JULY  
1952



# Superb AROMA and FLAVOR —

*The Result of Skill and Experience*

Like the finest Napoleon brandy . . . ZIMCO, the *Original* pure Lignin Vanillin, approaches perfection in exquisite aroma and superb flavor.

ZIMCO's outstanding excellence and uniformity of flavor are the result of its exclusive, patented manufacturing process . . . developed through years of scientific experiment and research.

For the taste and aroma that delights customers and sells more products, leading food processors insist on flavors made with ZIMCO Vanillin.

Remember . . . your best source of finished, ready-to-use flavors is your flavor manufacturer. Ask him about ZIMCO, the *Original* pure Lignin Vanillin. *There's nothing finer.*

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ALVA FLAVORS • ALVA FLAVORS • ALVA FLAVORS • ALVA FLAVORS

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The peak in flavor perfection! . . . Yet Alva flavors are soundly designed by an organization of capable food chemists whose knowledge, experience and facilities are unmatched. An Alva flavor is perfection in flavor and technically right in the product for which it is recommended.

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**LEMON — LIME — ORANGE**

imitation confectionery flavors developed from new materials that are remarkable for imparting superbly natural flavor to finished confections.

Write for the big complete ALVA catalog and see ALVA Flavors' complete line in every quality, strength and price class.

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ALVA FLAVORS • ALVA FLAVORS



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CANDY . . . . GOOD candy . . . . MORE candy!

And, of course, that means candy  
in all varieties of flavor and type  
to satisfy every shade of taste,  
from the pops and bars that give  
this young fellow's eyes their happy glint,  
to the bon bons and chocolates with centers  
deftly flavored for sophisticated tastes.  
Whatever your candy specialty,  
its principal appeal is flavor.  
Therefore, the best is none too good for it.  
Having specialized in good flavors for more  
than eighty years, we offer a selection,  
varied as to character and type,  
difficult to match. Let us know your needs  
and we'll recommend you the right flavor.  
Enjoy qualitywise economy . . . . buy FRITZSCHE . . . .

A FIRST NAME IN FLAVORS SINCE 1871.



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Pioneer Specialized Publication for Confectionery Manufacturers-Management, Production methods, Materials, Equipment, Packaging, Purchasing, Sales, Merchandising.

# The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

JULY 1952  
Vol. XXXII No. 7

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COVER: Cooking Kettles in a Hard Candy Department

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# Editorial

## Is Our Industry On The Ball?

Mr. Philip P. Gott, President of N.C.A. officially opened the 69th Annual Convention with a few well-chosen remarks. Mr. Gott asked 12 questions which we believe are worthy of considerable thought. How would you answer them?

1. Are the members of the industry individually or collectively doing an adequate job
  - a. In selling the value *in* candy?
  - b. In selling the value *of* candy?
2. Does the industry overstress volume and under-stress quality and profits?
3. Is the industry fully aware of the need for aggressive action?
4. Under what kind of a climate can your industry—your business develop best?
5. If we really believe it is a regular every day food, why do we not sell it as a dessert?
6. Why don't we popularize it as an item which should be in every factory worker's dinner pail, or in every family's picnic basket?
7. Has the emphasis on special events, special days tended to make the public, as well as ourselves sub-consciously, think of it as a *special* rather than a *regular* food?
8. Is the industry fully aware that food technology—the art of growing, processing, packing foods—has advanced more in the last 25 years than in the preceding 200 years?
9. Is the candy industry aware of the research and educational work being done individually and collectively by competitive industries?
10. Is the industry taking proper action to assure an adequate staff of technically trained men and women?
11. Is the industry selling the good or allowing its critics to sell the bad in candy?
12. Of what value is a trade name if the public turns against the general line of products which it represents?

## The Fifth Freedom

During World War 2, we learned about the Four Freedoms: Speech, Religion, Want, and Fear, (remember the Norman Rockwell paintings?).

The anniversary of our country's birth this July 4th should awaken us to greater independence, the Fifth Freedom. It's time we were free from Governmental Controls!

The confectionery industry depends upon the producers of a large variety of agricultural products, native and foreign, for the wholesome ingredients converted into Delicious Food.

Farmers were and are the backbone of this country. For years, they struggled against heavy odds. Governmental paternalism has softened some farmers but not all. Many farmers still maintain their rugged individualism and realistic viewpoint.

Take the case of peanuts. The farmer is given an arbitrary quota. If this figure is exceeded, a heavy fine results. The Planned Economy has caused higher prices but only for a decreased market. Since the adoption of this plan, the use of peanuts in candy has dropped 25%.

Controls penalize the producer as well as the purchaser. The farmer can only grow so many peanuts and hence because of the necessarily higher cost, fewer peanuts are consumed. Gradually, through the years, consumer demand will weaken. The old economic law of supply and demand still functions.

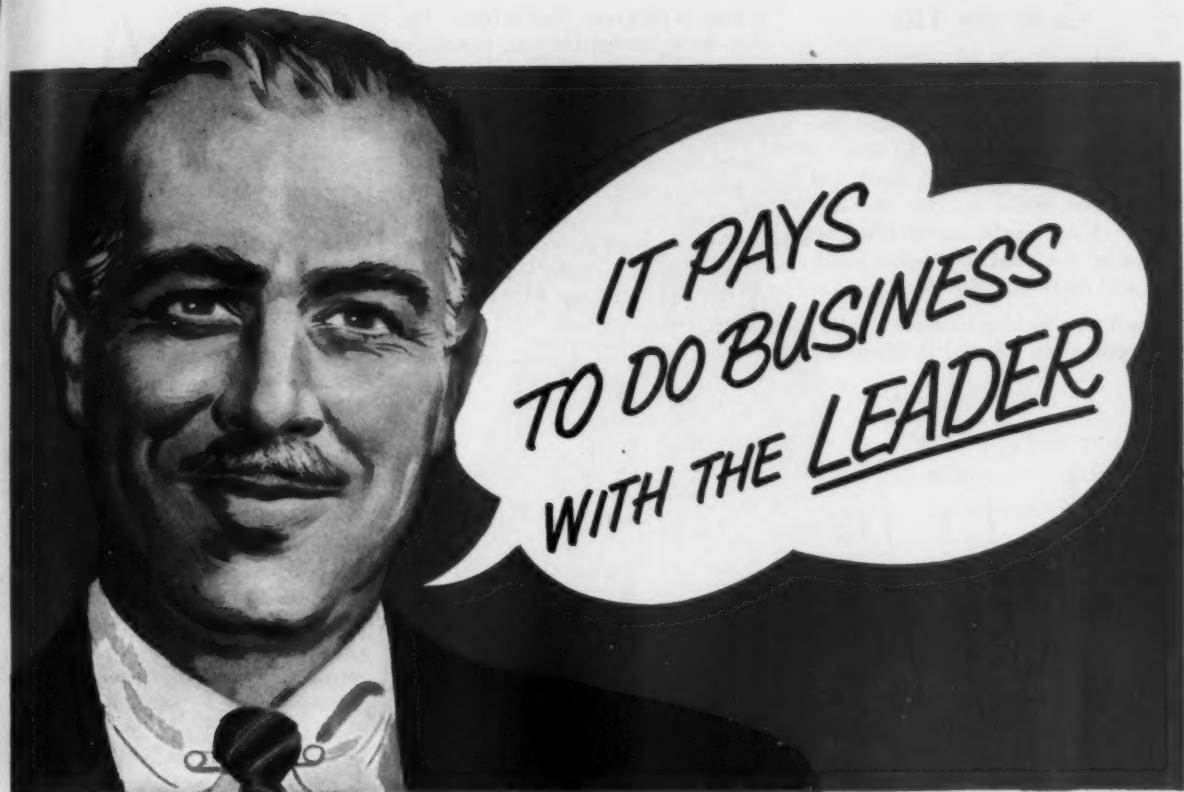
The sentiment of most farmers is against government coercion and dictation. Farmers want increasing markets, only possible under free market standards. Only the farmers' vote will eliminate the quota system.

Congressional legislation is needed to change peanuts from a basic to a non-basic status. At present, peanuts and rice are classed as basic commodities. And this is America!

Diplomacy and statesmanship will be needed if and when Government Controls are removed. If the confectionery and food producing factories deny the farmer a fair price for his products, then Government Control will again be imposed.

Independence does not come easily. We have to fight for it and fight to keep it. Freedom of Government Controls will demand an increased sense of responsibility on our part. We must remember that Independence is a privilege which must not be abused.

(The editorial "The Fifth Freedom" was inspired by a talk made by Theodore R. Sills at the NCA Convention in Chicago.)



## **flo-sweet®** TOPS THE LIQUID SUGAR FIELD

### **IN FAMOUS FIRSTS THAT MEAN SAVINGS FOR YOU**

**FIRST** producer to deliver liquid sugar on a bulk commercial basis!

**FIRST** in the establishment of complete engineering service in the design and installation of liquid sugar systems!

**FIRST** in the formulation of liquid sugars tailored to customer specifications!

**FIRST** in developing production control through the use of liquid sugar!

**FIRST** to devise methods to effectively prevent surface dilution of liquid sugar in storage!

**FIRST** to develop an effective means of controlling the temperature of liquid sugar going into production!

*You'll save time, money, and labor with a FLO-SWEET liquid sugar system. Write for details now!*



**REFINED SYRUPS & SUGARS, INC.**

*Yonkers 1, New York*

**PIONEERS IN LIQUID SUGAR FOR SAVINGS, SANITATION AND SERVICE**

## Candy for Life

**A**MERICANS look upon candy as delicious, wholesome food to be enjoyed by the entire family primarily as a supplement to diet or as a snack whenever the heart and good taste desire it. But in other parts of the world, candy takes on the role of a vital food upon which life and death may depend.

Such is the case in Korea today, as reported on Edward R. Murrow's

television program, "See it Now." On that show George Herman reported:

"Candy is no joke in Korea. In a country where people just barely survive the winter every year, where sugar is scarce and calories are counted in tens rather than in hundreds, candy can mean the difference between surviving and succumbing to tuberculosis or pneumonia or some of the other deaths that cold and poverty reap per year."

MM&R Flavor Pointer



**Take steps NOW to add new sales appeal to your products with ...**



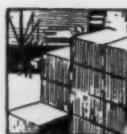
**PEACOCK BRAND  
CERTIFIED FOOD COLORS**

MANUFACTURED AND DISTRIBUTED BY WM. J. STANGE CO.  
CHICAGO 12, ILLINOIS OAKLAND 21, CALIFORNIA

Also Mfr's Stange Cream-of-Spice Seasonings

## Flashbacks . . .

to July, 1927



SOME guideposts to the export market were offered by the Export Manager of one of the leading manufacturers of confectionery. He named some of the more popular types of candies for markets in England, Holland, Denmark, Norway and Sweden, The Far East and South America.

**A**NOTHER in the "Quality Through Sanitation" series, begun by The Manufacturing Company more than 25 years ago, was written by Dr. Carey P. McCord on "Starch Drying and Sanitation." Dr. McCord advised complete and careful sterilization of starch in order to kill any possible infestation.

**CANDY** in the Great Outdoors was the heading featured on an NCA advertisement appearing in the Sat-EvePost. Our editor liked the copy appearing in the ad, and reproduced it in entirety. It goes, in part, like this:

"Down the open road to the great outdoors—the lure of mountains—the brisk hike—the splashing of fish in shadowy streams—the swish of racquet—the click of golf ball—a swim in ocean or lake—camp fires glowing at night.

"In summer you play harder and use up more energy. Consequently you need additional nourishment to carry you through the strenuous exercise of the outdoor season. Candy supplies this nourishment. . . .

"Eat a few bites a day for energy. Candy relieves fatigue and stimulates vitality. It is food in its finest form. Include it in your vacation pleasures. . . ."

**T**HEN and now, these names appeared on the Index to Advertisers: Burrell Belting Co.; Fritzsche Bros.; H. Kohnstamm & Co.; National Aniline & Chemical Co.; Nulomoline Co.; Oakite Products, Inc.; Package Machinery Co.; Racine Confectioners' Machinery Co.; Union Confectionery Machinery Co.



## ATLAS FLAVORING MATERIALS

Whether you need pure, highly concentrated essences of the natural fruit, or close-to-nature synthetics expertly blended, you'll find H. Kohnstamm's Atlas Flavoring Materials are superior.

MAKE  
CANDIES  
TASTE BETTER

See for yourself how our flavoring materials add that extra sales-appeal to your product. You'll also find them economical to use. Write for details.



RASPBERRY • WILD CHERRY • STRAWBERRY • PINEAPPLE • GRAPE • AND OTHER FLAVORS



FIRST PRODUCERS OF CERTIFIED COLORS

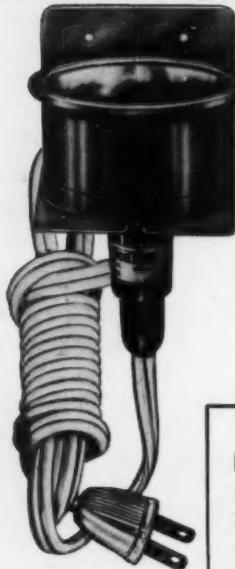
**KOHNSTAMM & COMPANY Inc.**

ESTABLISHED 1851

89 PARK PLACE, NEW YORK 7 • 11-13 E. ILLINOIS ST., CHICAGO 11 • 4735 DISTRICT BLVD., LOS ANGELES 11  
BRANCHES IN OTHER PRINCIPAL CITIES OF THE U.S.A. AND THROUGHOUT THE WORLD

# AMAZING NEW VAPORIZER KILLS INSECTS INSTANTLY!

At Last! Complete Protection From Insects!



## MORTRON VAPORIZER

\$6<sup>95</sup> per unit complete with cord, wall bracket and liberal supply of Mortane crystals

Additional units of Mortane Crystals — 50 cents each.

Actual size 4½" x 2½"

**ATTENTION  
Dealers! Jobbers! Distributors!**  
If you are interested in representing Mortron in your area, please contact us. There are still a few open markets.

## MANUFACTURERS, RETAILERS, FARMERS ACCLAIM AMAZING UNIT

It's the same thrilling story everywhere — amazing reports of the effectiveness of the Mortron Vaporizer. Manufacturers, retailers, farmers, proprietors — in every line of business acclaim wonderful freedom and protection from flying pests.

"Kept our barn free of flies and mosquitoes"

"Made shopping a pleasure"

"Did away with bothersome fly nets over our baked goods"

Don't risk losing good will among your customers or endanger the profitable operation of your business and the productive capacity of your employees. Here is a partial list of establishments for which the Mortron Vaporizer has been designed: breweries, distilleries, ice cream plants, poultry houses, confectioners, grain and feed

mills, kennels, printing plants, bakeries, canneries, grocery and food stores, packing houses, restaurants, hotels, theatres, public restrooms, bottling plants, dairies, paper mills, soda fountains, taverns.

## MORTANE FOUR TIMES MORE POWERFUL THAN DDT

The Mortron Vaporizer vaporizes a crystallized chemical called Mortane. It was discovered in Europe in 1939 and is considered four times more powerful than DDT. Never before has there been anything so powerful, yet so safe and so protective. While it means sure, instant death to insects, it is perfectly safe for humans, foods, livestock, plants and pets.

## CHECK THESE FEATURES!

- No servicing required
- Operates electrically for pennies a month
- Weighs only 7 ounces
- Safe — Underwriter's Laboratories Label
- Guaranteed for 10 years
- Single unit effectively covers a 40 x 50 x 10 room
- Safe, odorless, inconspicuous
- Lowest priced vaporizer of its kind
- Comes in ivory or black colored plastic
- Money back guarantee

**SENSATIONAL DISCOVERY PROTECTS  
FOOD, CUSTOMERS, EMPLOYEES  
FROM ALL FLYING PESTS**

## SILENT! ODORLESS! COLORLESS!

Now at last you can rid your office, store, factory, barn, restroom, warehouse, in fact any room, of flies, bugs, mosquitos, gnats, and roaches.

Now at last you can protect foods from disease-bearing pests — protect employees from annoying interruptions — protect customers from these flying nuisances.

Just plug the unit in any electrical outlet. Within seconds this miracle discovery starts to work, vaporizing a crystallized chemical called Mortane that is four times more powerful than DDT . . . that means sure, instant death to insects . . . yet is perfectly safe for humans, food, plants, livestock and pets.

Never before has there been anything so safe, so protective . . . so powerful. Best of all, no servicing is required, other than to refill the vaporizer with Mortane when empty.

Don't suffer another moment with old fashioned hit or miss methods, fly swatters, costly and messy spray guns. Be guided by the thrilling experiences of countless manufacturers, retailers, farmers, and proprietors all over the country who acclaim the Mortron for the amazingly quick, efficient, economical way it kills flying insects. You have everything to gain for the Mortron Vaporizer is sold with a money back guarantee.

## Works Automatically — Out of Sight

Unlike most vaporizers, the Mortron is a compact unit, so small it fits in the palm of your hand. It operates electrically on only 6 watts of current and is completely effective up to 10,000 cu. ft. — approximately a 40 x 50 x 10 room. It works silently, odorlessly, inconspicuously and requires no servicing other than to refill the vaporizer cup with Mortane Crystals when empty.

You'll be thrilled with the speed and effectiveness of this miracle unit. It starts to work the instant you plug it in. Within seconds the vaporization of the crystals affects flying insects; gives you immediate relief from annoying, disease-bearing flies, bugs and mosquitos.

Best of all, the Mortron is so inexpensive to use. Electric costs run pennies a month.

## LABORATORY TESTS PROVE "INSTANT DEATH TO INSECTS"

Laboratory tests prove how effective the Mortron Vaporizer really is. Here are the results as reported by a leading testing company:

"After 7 minutes, 80 to 90% of the insects in the room were dead."

After a 9 minute run, they were all dead."

Incredible but true. Never before has it been possible for you to enjoy such complete, continuous protection from pesty flies and other annoying insects. And at the same time, give your customers and employees wonderful protection.

But only your experience counts. Try the Mortron Vaporizer at our expense. If it doesn't do everything we claim, return it in 7 days and get your money back.

## MAIL COUPON TODAY! MONEY-BACK GUARANTEE!

EXTERMINATOR CORP. OF AMERICA

Dept. 14

15 S. 21st St., Phila. 3, Pa.

Gentlemen: Enclosed please find \$6.95 for a Mortron Vaporizer. It is my understanding that if I am not satisfied, I can return the Mortron Vaporizer in 7 days and receive my money back.

NAME .....

ADDRESS .....

COMPANY .....

CITY ..... Zone ..... State .....

# Confectioners' Briefs



Mr. Stang  
formerly of  
the Cracker Jack Co.  
and more recently with  
Shotwell Mfg. Co.

- Arthur L. Stang, Secretary-Treasurer of the National Confectioners' Association from 1941 to 1951, died at his home in Chicago on June 7. Arthur's many friends have established a memorial in his name at the New Chapel, Columbus Hospital, Chicago, in appreciation of the untiring efforts on the part of the hospital staff in his behalf.
- Lawton Henderson, President of Norris Candy Co., was one of the speakers at the third annual Atlanta Marketing Conference held at the University of Georgia in Atlanta in May.
- Blum's of San Francisco has been returned to shareholders, following cancellation of the voting trust agreement under which Fred Levy was sole Trustee. Mr. Levy recently sold his personally owned stock and has resigned as Chairman of the Board and Director of the company.
- Baldi Candy Company, Inc., is the new name, as of May 1, 1952, of the A. F. Baldi Confections, which was dissolved as of that date, and a new company formed. A. F. Baldi has been named president. Associated with him will be David Baldi, formerly of Commercial Candy Company of Chicago and the Kroger Company of Cincinnati. Mr. David Baldi will operate in the capacity of production manager and treasurer. The Baldi brothers have many years of experience and are held in high regard by the candy industry. Operations will continue at the same address, 1662 Elston Avenue, Chicago.
- Laurance A. See, president of See's Candy Shops, Inc., has been elected president of California Chain Stores Association.

# Cotton Bags

## REDUCE DELIVERY COSTS

FROM REFINERY TO YOUR PRODUCT  
*Cotton Bags*

### SAVE EVERY STEP OF THE WAY!

Your delivery costs DO NOT end at your loading dock. Every handling of a bag of sugar between the refinery and your mixing vat is rightfully a part of your delivery costs. So is a broken bag, resulting in wasted sugar, a part of delivery costs.

**\*SAVING NO. 1** Cotton Bags are easier and faster to handle, to stack, and to empty. Labor costs for handling sugar in Cotton Bags is less because you get more handlings per man, per hour.

**\*SAVING NO. 2** Breakage is less, and waste is reduced with Cotton Bags.

**\*SAVING NO. 3** Through ready resale of empty Cotton Bags you recover a major portion of original container costs.

\*Based on the findings of one of America's largest industrial users of sugar who buys up to 80% of its sugar in Cotton Bags!



LET US  
HELP YOU  
GAIN THESE  
SAVINGS

MAIL COUPON TODAY!

TEXTILE BAG MFGRS. ASSN.  
611 Davis Street, Evanston, Ill.

Please send dealers' names who pay high salvage prices for emptied cotton sugar bags. Also, additional suggestions how to save money by using Cotton Bags.

(Name)

(Company)

(City) (Zone) (State)

TEXTILE BAG MANUFACTURERS ASSOCIATION  
EVANSTON, ILLINOIS



# **THE RIGHT OIL FOR YOU MUST HAVE . . . .**

## **UNIFORMITY STRENGTH QUALITY FLAVOR**

Thousands of buyers know that Exchange Oil of Orange meets these qualifications consistently. They know that rigid, day-to-day laboratory control, combined with years of experience as the leader in the citrus products field, guarantees that Exchange Oil of Orange will always meet their most critical specifications.

*Distributed in the United States exclusively by*

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180 Varick Street, New York 14, N. Y. • 76 Ninth Avenue, New York 11, N. Y.



**SUNKIST GROWERS**  
PRODUCTS DEPARTMENT • ONTARIO, CALIFORNIA

PRODUCING PLANT:  
The Exchange Orange Products Co., Ontario, Calif.





# Now Being Offered....

Down to earth reading in  
non-technical language on the  
**HOW'S and WHY'S of candy-making**

by **ALFRED E. LEIGHTON**

*Consulting Food Chemist & Technologist*

## **"A Textbook on Candy Making"**

**\$6.00 per copy**

**PRACTICAL LESSONS.** Chapters on Hard Candy and Sugar Boiling; Fondants; Fudges; Caramels; Marshmallows; Nougats; Jellies—Pectin, Starch, Agar; Chocolate—Manufacture, Handling, Enrobing, and Dipping; Manufacturing Adjuncts

**FOR:**

Presidents  
Superintendents  
Foremen  
Candy Makers  
Technical Service Men  
Learners  
Retail Operators

All will get something  
from this book.

The Manufacturing Confectioner  
9 South Clinton Street  
Chicago 6, Illinois

Gentlemen:  
Enclosed is my check for \$..... for ..... copies of "A Primer on Candy Making."

Firm Name

Street Address

City Zone State

Name

Title

*A New*  
**SWEETONE PRODUCT**  
**The Winged Divider**



The Winged Divider provides a tray and divider *all in one piece!* Supplied in several thicknesses of chocolate or white board. Cut to specifications. Prices furnished on request.

*Write Today* for a new folder containing actual samples of our complete line of Sweetone Paper Products for manufacturing confectioners including:

Shredded Papers	Chocolate Dividers
Waxed Papers	Boat & Tray Rolls
Wavee Parchment	Layer Boards
Embossed Papers	Die Cut Liners
Candy Box Paddings	

**George H. Sweetnam, Inc.**  
 282-286 Portland Street, Cambridge, Mass.



Representatives in Philadelphia, Detroit,  
 St. Louis, Chicago, Dallas, New Orleans,  
 Los Angeles and Portland, Oregon.

**Williamson Given Special Tribute**

Hundreds of candy manufacturers attending the 69th Annual Convention of the National Confectioners' Association at the Conrad Hilton Hotel, Chicago, paid a special tribute to George H. Williamson, Chairman of the Board of the General Candy Corporation, Chicago, at a luncheon meeting held Wednesday, June 4.



Mr. Williamson

mos Perpetual Motion Clock. In making the presentation, Mr. Dickmeyer summarized Mr. Williamson's virtues as follows: "George is a fine friend, a keen business man, is a good disciplinarian, and one who has a big heart for his fellow man . . . he has been successfully identified in positions of leadership in the industry throughout these past thirty years, and so it seems to me to be very fitting that the industry should honor him at this time."

Additional tribute was paid to Mr. Williamson at the luncheon by Lowell B. Mason, Federal Trade Commission.

● William Rubin, head of the Sweets Corporation of America, was honored recently at the annual dinner of the Confectionery Division of the United Jewish Appeal of Greater New York. Herbert Tenzer, of Barton's Bonbonniere, presided at the dinner at the Hotel Delmonico. The tribute accorded Mr. Rubin was "in recognition of his devotion to humanitarian causes and his achievements in the business world."

● Aleck Abrahamson, Vice President Chunky Chocolate Corporation of New York, is combining business and pleasure this summer in an European trip. Mr. and Mrs. Abrahamson are sailing on the Ile de France early in July for an extended tour of Europe. They expect to return on the S. S. United States on her maiden return voyage from Europe.

● Sweets Co. of America has leased about 36,000 square feet of its Los Angeles candy factory to Douglas Aircraft Co., Inc. The space will be used to house about 280 employees of Douglas' Santa Monica publication department. The balance of 20,000 square feet will be used by Sweets Co. for warehousing.

● Robert A. Johnson Company, Milwaukee, has appointed Robert LeFeber Feind as controller. Mr. Feind was formerly with the Chain-Belt Company.

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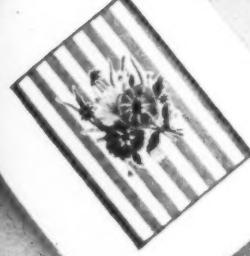
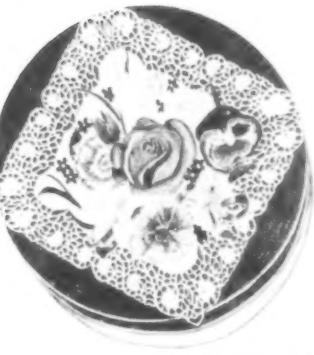
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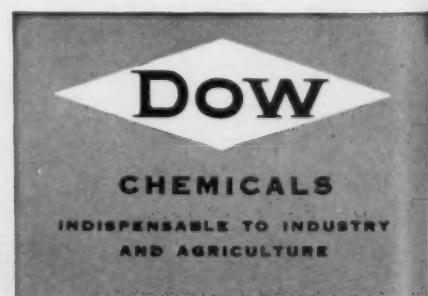
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# A Criticism Of Some Writers In The Fields Of Tempering And Chocolate Fat-Bloom

By ROBERT WHYMPER

*Mr. Robert Whymper, an old friend, again speaks through the page of the M.C. Perhaps some may want to take issue with his frank expressions. We'll welcome comments.*

I do not know to which article in the Jan. issue of the 'M.C.' our Publisher-President, the fearless Mrs. Prudence Allured, referred as "provocative"—I have found two and a possible third, but then, unlike Charity, I am often "easily provoked" though "thinking no evil" (I. Corinthians, XIII), especially when reading articles containing inaccuracies on subjects with which I have, willy-nilly, been familiar for more than forty years. Prudence, surely, does not enter into my criticism!

The practice of splitting hairs is, in general, as useless as it is foolish. There are, however, occasions when the use of words should be most carefully watched, and their misuse pointed out with authority.

In Mr. Koch's article 'Modern Chocolate Tempering' in the Jan. 1952 issue of the 'M.C.'—with the treatment of which, though mainly admirable, I cannot wholly agree—the author makes use of the words "supercooling" and "supercooled" chocolates in no less than seven different places where, I think (after reading the article five times), he must be meaning 'cooling' or 'cooled' liquid chocolates at some unusually low temperature, between 89°F. and 82°F. (relatively low temperatures he actually mentions); or, in fact, he may mean rather 'sub-cooling' or 'sub-cooled' chocolates, descriptions which, however, if adopted might also be somewhat misleading unless some definite limiting temperature were fixed. And, since

in all cases in which either word was used, *agitation* (sometimes "intensive stirring", sometimes with "intensity of stirring") is explicit or implicit, no conceivable "super-cooling" in its proper meaning could possibly have taken place. If p.p. 73-79 of a book published by the 'M.C.' nineteen years ago ('The Problem of Chocolate Fat-Bloom', 1933) be consulted, it will be found that the work of H. R. Jensen and others has shown that true 'super-cooling' of straight Chocolate, or even Cacao Butter, cannot occur in practice when *agitation* (certainly "intensive stirring") accompanies any tempering-operation likely to be used successfully in a Chocolate or Candy Factory.

In its proper meaning, 'super-cooling' of a fat (alone, and still less likely in a mixture with solids) is the fact of its ability to remain in the *completely liquid state after its normal solidification-point* (first indicated by 'cloudiness') and/or melting-point has been reached during cooling; and a 'super-cooled' fat would be one that *did* remain completely liquid after those points had been passed under the conditions and during the time of the experiment, whether in laboratory or factory. Agitation, or even vibration, during its liquid state at falling temperatures near its normal 'clouding-point' practically prohibits such possibility in Cacao Butter in a Chocolate. The following pages (80-92) of the same book discuss this subject at some length, and figures from Pichard's famous original researches (with one chart) are among those illustrating the sure finding of scientists. This misuse of the word 'super-cooling' will, I hope, be discontinued by Mr. Koch in his later article 'Texture of Chocolate' that I noticed is shortly to be published in the 'M.C.', because it is very misleading to any student of the

subject, at least to myself even if my interpretation is correct.

Taking specific objection to one other of Mr. Koch's statements, to wit—"We have however practically no information as to what numerical proportions of the total fat are concerned, and we still have to judge very largely by the appearance and feel of the chocolate to say whether it is adequately tempered or not."—I would again ask him to refer to the book already mentioned. As a broad generalisation Mr. Koch's statement is true, but, like all generalisations, limited in truthfulness. On p.p. 93-104 will be found detailed descriptions of methods of taking solidification-curves, and a few graphs have been shown from which "numerical proportions of the total fat" separated during tempering can be, if not tied down with absolute exactitude, approximated for the Chocolate under consideration and under practical conditions, and which quite definitely show at least to what degree a Chocolate has been tempered for a later fixed cooling or 'setting' temperature. The solidification-curve test has been recognised by many writers on the subject of tempering as a valuable guide, and a mention of the method was made, though the source of his information (German?) was withheld, by Mr. M. J. Mickevitz only last year in his 'Selected Technical Papers', 1951.

While it is readily admitted here that (a) scientific methods of determining the state of temper of a Chocolate are not perfect at this time of writing (being sometimes too slow to be of immediate practical value, an admission that may cover Mr. Koch's "practically"), and (b) the skilled chocolate-worker is still the surest temperer, such a method as the recommendation "to add up to 5% seed (by weight) to the chocolate in the coater" when the coating is uncertainly tempered is certainly trusting in divine providence. This suggestion, repeated here word for word and recommended by Messrs. A. T. Newth and Melvin J. Mickevitz ('Confectioners' Journal', June, 1951), does not provide any clue to why just (or "up to") 5% of seed should be added to a coating itself containing an unknown quantity of seed of unknown fatty fractions, especially as nothing definite has been given with regard to the age and composition of the seed-chocolate or how much of it contains 5% or less seed of unspecified fractions of Cacao Butter. This criticism is in no sense 'splitting hairs', but points out the slovenly way in which the subject of tempering is too often treated, with the result that it also too often becomes a hit-or-miss proposition when put into practice.

Finally (so far as Mr. Koch's article is concerned), there can be found in the same book mentioned (p.p. 51, 62-71, 112, 113) a discussion on the subject of 'treatment' of Chocolate and its effect on 'viscosity', though only one practical example is given—one, however, selected from scores of viscosity-measurements of Chocolate by the late Dr. Stroud Jordan as a good instance of treatment + time on viscosity, who, through the courtesy of Messrs. Ross and Rowe, was permitted to allow publication. On the opposite page (69) of the same book is a Table showing the effect of different treatments on viscosity of Chocolate, which, however, have little to do with tempering. If there is any reader further interested—and all should be—I feel sure that the very able 'Service' Department of R. & R. could help him out on this matter of changing viscosities, since I have never seen published

all of Stroud Jordan's viscosity-figures obtained in the 'Yelkin' laboratories. Thus should be stilled Mr. Koch's lament when he writes—"it is to be hoped that precise data as to the effect of different methods of tempering on the ultimate fluidity of the chocolate will one day be available."—for, while *all* such information is not complete (so far as I know), there are abundant facts upon which a practical student can work, given the will and the inclination. So much for adverse criticism of Mr. Koch's article which, possibly because of its provocativeness, is full of good matter!

Knowing the Chocolate Industry, I can assume that this note will be regarded as a destructive rather than a constructive criticism—and it would be right on this occasion, for it is sometimes necessary to destroy mis-statements of facts, as well as to point out omissions, whether committed deliberately, through ignorance, or mere misuse of words. And further, while I shall be the first to welcome and applaud any real contribution to the still grievously incomplete science of the Chocolate Industry, I shall also continue to deplore the unethical copyings and often unnecessary confirmations of past researchers' work by those professors of originality, whether from Universities or Sales Departments, who make no acknowledgement or even reference to the pioneers to whose researches they have not added one whit of new information.

Are there, indeed, any novel, factual, or valuable contributions to the subjects of 'Tempering' and 'Chocolate Fat-Bloom' since, say, 1930 that have not been recorded in 'M.C.'s booklet 'The Problem of Chocolate Fat-Bloom' beyond the use of ultra-sonic apparatus for testing the state of 'temper', which may prove invaluable but exact results from which, I admit, I have not yet seen or myself obtained? Replies to this query might form an interesting and instructive discussion in the 'M.C.', since more than two decades should, surely, have been productive of something *new* of both value and interest in our Industry regarding the subject-matter under consideration.

Let us also consider a moment whether I am being unfairly critical through ignorance! Dilatometers, solidification-curve apparatus, penetrometers, viscosimeters, and colour-testing colorimeters are all old stories. The use of X-ray in aiding in deciding 'physical structure' is relatively new though, in the case of Chocolate, I have yet to see any profitable results. Mr. Mickevitz may justly claim to have *published* the first "X-ray pattern of cocoa butter" for what it is worth, but he was not the first to make an X-ray study (if he ever did) of Chocolate. The late Dr. Katz, with myself, made a brief investigation way back in the twenties during Katz's elaborate X-ray researches, now classical, on the 'Staling of Bread' in which I also took part on the chemical side. That work on Chocolate, unlike that on Bread, was never published because, though the problems were somewhat analogous, neither of us could see anything of practical value to impart to the Chocolate Industry from our observations. In this decision we may, of course, have been too hasty or ignorant—time will tell! But when it comes to Mr. Mickevitz's statement that his illustrations in his 'Selected Technical Papers' (Figs. 2, 3, 4.) "are the first photomicrographs of cocoa butter crystals ever taken in the United

(Turn to page 20, please)

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# Tempering And Chocolate Fat-Bloom

(Continued from page 18)

States" (presumably about 1950), his claim is so ridiculously fantastic as to deserve no credence, nor to need here reproduction of photomicrographs taken nearly twenty years ago. In my opinion, such a statement is an insult both to The American Lecithin Corp. and to Messrs. A. A. Lund and Associates!

Then there is the suggestion to use high-frequency currents for melting chocolate-blocks at relatively low temperatures up to their coating-temperature—a novelty in technique that greatly appealed to me but which, on testing, appears to be too expensive in practical operation. The idea was new on the electrical side but old as the hills as a method of getting a tempered Chocolate (see p.p. 114, 116 in 'Problem of Chocolate Fat-Bloom'). Or, still yet again, the use of radio-active substances for following changes in physical structure may prove to be valuable, but, as yet, I do not know of any results with Chocolate worth recording, which does not mean that there are none. The highly refrigerated disintegration of Cacao Nibs and Chocolates, in which I had held such high hopes, seems also to have fallen through owing to too high cost of operation while successful for the resulting products, and is, in any case, outside present consideration.

Some new devices for emulsifying or tempering Chocolates may, possibly, be suggested but, while I have now examined quite a number, their novelty of construction still has not proved or disproved the basic principles upon which the whole theory and practice of 'Tempering' have been built and that can be found detailed in the book in question. Then again, the publications from the laboratories at Lehigh University under the direction of Dr. H. Neville, from which so much might have been expected, have, so far as those that I have seen are concerned, been distinguished for absence of originality, and for apparently claiming, by inference and by almost complete lack of recognition of past workers' findings, much stale information as fresh, new, and hot from the hands of Lehighians. This general tendency in our Industry to ignore past literature is distressing and in no way encouraging to real researchers in any field connected with Chocolate. Such adverse criticism on my part will, I think, be recognised as just by those who know the facts!

There will be, I am sure, some too commercially-minded persons who will believe that my frequent mention here of 'The Problem of Chocolate Fat-Bloom' as a book of reference is a boost for that publication. But that assumption would be totally wrong, since the book has been long out of print, and any demand for it now would be an embarrassment to the Publisher, while the publication in the first place was due to the 'M.C.'s and my own opinion that it was about time that all that was then known about 'Tempering' and 'Fat-Bloom' of Chocolate should be put on record—an entirely constructive purpose. This effort took two years in the making, and a revision might be said to be long overdue. The question now is—"Is there any justification for a revision (outside correction of errors) when so little, if anything, new can be added? Or is a reprint, with corrections, prefer-

able? Or should we let the whole idea drop?" And then, in the first case, who would undertake the thankless task of revision? For the lean meed of praise parsimoniously doled out to the author and publisher, while too much use of the book's contents has been made by too many writers without any sort of acknowledgement, would scarcely induce the former, at least, to repeat his labours. Some younger member and researcher in the Chocolate Industry might be found sufficiently altruistic to take on the job—one with the 'hope' that springs eternal—and, with this my own hope in view, I put forward this tentative suggestion. The opinion of readers would surely be of value to the 'M. C.!

The field is so wide and long and free of weeds of monopoly, just asking for exploration, that there is no justifiable excuse for plagiarism—and I suspect that some of the research laboratories of the larger Chocolate Manufacturers know a great deal more about Chocolate than they care to publish, and, if not, they should be ashamed of themselves. To withhold publication of original findings is, I think, within any Company's right since results are not obtained without considerable expenditure on much temporarily unprofitable research. But, as soon as findings have become known (as in already published communications), there is no reason why Companies should not permit the publishing of their own work confirming or contradicting former researches, *with chapter and verse telling wherein the truth lay or lay not*.

Personally, I am only awaiting the opportunity to congratulate and to stop criticising! In the meantime, until other people cease to assume by implication the findings of previous workers as their own, I shall continue to ask humbly that writers on the subjects of 'Tempering' and 'Chocolate Fat-Bloom' give credit where credit is due, by name, date, and publication—to Jensen, Campbell, Bradley, Macara, Pichard, Van Roon, Reinders, Dopler and Oberg, Poulaing-Magniez, Knapp, and Stroud Jordan, for example, among many of the earlier pioneers who have laboured without proper recognition in the field, and to the workers in those Companies that we know, too, have contributed so much to solving some of the outstanding problems of the Chocolate Industry. From the accusation of non-acknowledgement to Companies and individuals I exempt exceptionally Mr. Mickevitz in one of his recent papers published while working for the J. W. Greer Company; and, doubtless, there are other writers who have observed the courtesy but who, because unknown to me, must remain unnamed with my personal apologies.

It is a little thing to ask—recognition for original work performed, or for assistance given in its attainment—while it is distinctly unpleasing, besides being indecently unethical, to be plagiarised, which, in scientific and literary circles at any rate, is regarded as a grave offense.

Were I to start my career anew (which God forbid!), I should adopt the implied moral in Crabbe's famous verse:—

"Observe the prudent; they in silence sit,  
Display no learning, and affect no wit;  
They hazard nothing, nothing they assume,  
But know the useful art of *acting dumb*."  
(G. Crabbe, 'Tales: The Patron')

And the italics are the poet's, not mine!

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# CHICAGO HAILS CANDYMAKERS

**1952 NCA Convention outstanding one from beginning to end. "Let's Make It Still Better and Merchandise It Much Better" theme dramatized.**

**O**PENING with the Sunday Get-Together on June 1, and closing with the traditional Candy Ball, the 1952 Convention of the National Confectioners' Association was one of interest and surprises. Panel discussions, noted speakers, social functions and a full-day golf tournament more than fulfilled the active Committee's promises of a bigger and better-than-ever convention.

The real business of this year's session began with Tuesday morning's program of "The Past, Present and Future of a Great Food Industry." This dramatic presentation was written, produced and directed by the versatile Ted Stempfel, general chairman. Through Mr. Stempfel's words a cast of radio actors presented a startlingly faithful picture of the imaginary "Kokette" industry, and assisted by a panel of NCA members, the actors brought out many pertinent facts and helpful ideas.

"Employment Relations" and "Our Primary Ingredient Costs" were the subjects of two sessions held simultaneously Wednesday morning, and each brought to the attention of the candy manufacturers in attendance, if not the solutions, at least the problems attendant under today's circumstances and conditions.

The evening session on Wednesday was given over to a Production Forum, participated in by some of the best known suppliers to the candy manufacturing industry. A more complete study of the discussions held during the Forum session will be found on other pages of **THE MANUFACTURING CONFECTIONER**.

Papers on technological developments of interest to the candy maker were openers Thursday morning. Representatives from the Department of Agriculture and the Quartermaster Corps were on hand to advise what has been accomplished through the research work conducted by their respective departments.

No finer testimonial to the excellence of the program could be given than that accorded the final session. "At Your Service, Mr. Customer" was another program sparked by the Convention's genial general chairman, and worth every minute of the more than an hour overtime it received. As further proof of this interest, practically no one left the well-filled meeting room until the last word was spoken.

The two moderators, Victor H. Gies, Vice President, Mars, Inc., and Irvin C. Shaffer, Vice President, Just Born, Inc., asked the questions closest to the hearts—and pocketbooks—of every manufacturer in the business. The side of the table opposite the moderators was lined with nine of the best known candy distributors in the country. And the panel took Messrs. Gies and Shaffer literally when pressed for honest, forthright answers.

"At Your Service, Mr. Customer" proved to be just that. Vic and Irv fired the questions "Why, What,

Where, When, Which and How," and answers in the form of advice and suggestions came from the Wholesalers, Automatic Merchandisers, Theaters, Chain Drug Stores, Variety Stores, Chain Food Stores and Supermarkets, Independent Food Stores and Department and Mail Order Stores.

To the general questions: "How's Business?"—"In what way can we candy manufacturers serve you better?"—"Which type of package is most satisfactory?"—"Why has the 10-cent bar not become more popular?"—"Has the high price of chocolate reduced the volume?"—"When, if ever, are taste panels used?"—"Where is the candy industry missing the boat in aids to the merchandisers?"—"What effect is candy importation having on our market?"—answers by the nine panel members may be summarized something like this:

It was agreed that . . . on the whole business was pretty good. And all expressed the thought that they could be greatly benefited in selling candy by more advertising and promotional assistance from the manufacturers.

*Harold J. Fitzgerald, President, Fox Wisconsin Amusement Corp., Milwaukee, representing Theater Owners of America, Inc.:* Mention the word "candy" loudly and often, even ahead of the brand name. The theatres have been constantly trying to improve their displays, and have learned that the closer the customer can get to the display the more candy is sold.

*Frank L. Spreyer, Merchandising Manager, Jewel Food Stores, Chicago, representing National Association of Food Chains:* Top quality and fresh merchandise are the most important things to consider in selling candy. He suggested the manufacturers check the quality of their output and be sure the product will taste as good as it looks, and that in some way candy be coded for fresh-



ness. That would aid the store managers in handling shipments in proper rotation. Warns that sale of candy is not completed at the cash register, but only after the customer has tasted it and decided he made a good buy. While diet fads certainly do not sell candy, he felt that the sales were not greatly influenced adversely.

*Peter Kramer, Jr., Peter Kramer & Son, Somerville, Massachusetts, representing the National Candy Wholesalers Ass'n:* Should the manufacturers go to producing ten cent bars almost exclusively, it would be far better to increase the size of the present bar than create a new product. Sales volume would remain fairly constant on the ten-cent bar, but unit sales would probably decrease. It would take a little time for the more expensive bar to become popular. The NCWA Foundation Marketing Division is designing a ten-cent bar department and will place 5,000 stands through the wholesalers this fall. A survey on sales will follow.

*Sam Zucker, Consolidated Tobacco Co., Chicago, representing National Association of Tobacco Distributors:* Diet fads are definitely a menace to the improvement of the candy business. It will be possible to sell the larger bar, but the quality of the candy must be preserved. If good ten-cent bars are available and properly advertised, the volume of sales should be substantially the same. Bars of two prices can not be sold from the same rack.

*Frank Cannan, F. W. Woolworth Co., New York, New York:* The industry should forget about everything except a good dark chocolate and a good milk chocolate. Make candy just the best you possibly can. Raise the price if necessary, but retain or even try to improve the quality. Consideration should be given by the manufacturers to the freight problem. With present freight rates the practice of pricing to include freight should be carefully thought out.

*Robert W. Watson, Supervisor of Candies and Foods, Sears, Roebuck & Co., Chicago:* Taste panels have been established and its members selected from personnel within the store but outside the candy department. The industry has not done enough to reach the vast children's market. Candy departments in large department stores and mail order houses need assistance from manufacturers to attain sufficient store space and attention from management. He suggests (1) establishment of specific quality standards; (2) exercising constant control over quality of candy made and delivered; (3) continual technical improvements to increase value; (4) analysis and effective utilization of various types of distributors; and (5) continuance of a constant positive industry program to offset diet and anti-candy propaganda.

In photo at left Victor H. Gies, Irvin C. Shaffer, and Theodore Stempel face the panel of candy distributors in the final session of the 1952 NCA Convention in Chicago.

*Wallace T. Collett, W. W. Tibbals Co., Cincinnati, representing National Automatic Merchandising Association:* The candy industry should do more to advertise and publicize candy. Other industries, such as ice cream, have gone far beyond the candy manufacturers in that respect. As to the ten-cent bar, most vending equipment is set up to accommodate only the five-cent items. The cost of conversion would be from \$20 to \$30 per unit, and there would be considerable time lost. New equipment is being purchased with automatic change makers. The large factories where vending equipment is used would no doubt object to the higher priced bars being sold, inasmuch as most of them operate employee lunch rooms at cost or at a loss. We should always remember that candy is a food, and during the past few years other foods such as cookies, cracker products and ice cream have made inroads into our market.

*Hubert W. Wolfe, Walgreen Company, Chicago, representing National Association of Chain Drug Stores:* The new and increasingly popular self-service in drug stores is making it more and more important to display candy to advantage. Manufacturers could assist the store by providing point-of-sale units or other display material. Some of the imported candy products are excellent and attractively packaged and should be considered serious competition by this country's candy men. Many drug stores are now experimenting with frozen chocolates in an attempt to keep volume up during the summer months. Commissions paid to salespeople have proven helpful in moving boxed chocolates. Other chocolates are most popular when packaged in window boxes, while non-chocolate items are best sold in bags of cellophane or other transparent material.

*Richard Gromer, Gromer's Super Market, Elgin, Illinois, representing National Ass'n of Retail Grocers:* Urged that the independent grocer not be sold short by the candy manufacturers, and that they not be discriminated against either price-wise or service-wise. His store in Elgin grossed over \$1,500,000 in sales during 1951, and he estimated that candy sales represented 3 per cent of that volume. Together the independent grocers of the country do more than 50 per cent of the grocery selling and represent a tremendous potential market for any industry. The candy manufacturers should visit the smaller stores as well as the super-markets and find out what kind of packages and what kind of merchandising aids could be most beneficial.

There it is, gentlemen, the voice of your customers. For what it's worth to you, wrap it up and take it home.



# PROTECTIVE PACKAGING

by T. W. KOCH

*A digest of the paper presented by Mr. Koch during the Production Forum at the NCA Convention.*

THE problem of protective packaging must necessarily start with consideration of the following:

- (a) What are we going to protect?
- (b) What are we going to protect it from?
- (c) How are we going to do it?

Of course, the products to be protected are all some form of confectionery. But each form requires a different kind of protection. Sugar mints need different protection properties in the package than are required by jelly beans. Marshmallows take a type of protective packaging that dipped chocolates don't need, but can get along without some of the properties that are a must for dipped goods.

Probably the quickest way to visualize the problem will be to list the things that are harmful to candy, and then look at the properties that can be built into a package that will provide the needed protection. For example, certain light rays are pretty generally thought to be harmful to some kinds of candy. So, we'll put down on the harmful side: *Light*.

Well, of course, the answer here is to exclude light. So, when we come to list the remedy, we'll call it *Opacity*.

For candies not adversely affected by light, it is frequently desirable for the customer to see the product. So, on the problem side, although it isn't necessarily a protective property, let's put down *Visibility*.

And on the answer side, we'll put the obvious solution: *Transparency*.

Exposure to humidity is bad for many kinds of candy. By the same token, some kinds of candy deteriorate if they are allowed to dry out. Essentially, this is one problem, although it has two phases. So, in the left hand column we'll put down *Humidity* and *Desiccation*.

Since the problem is one of preventing water-vapor migration, there are several packaging materials that possess the desired property in greater or less degree. As the answer, there-

fore, we'll put down *Water-vapor Transmission Resistance*.

Chocolate-coated or dipped candies present a problem of handling the natural oils of cocoa butter. For convenience, let's call that *Grease Leakage*.

Such a problem calls for a property in the packaging material which is known as *Grease Resistance*.

A property in packaging materials which is frequently desirable, though hardly "protective" is ease of working on the packaging machine. For convenience, let's call it *Workability*.

And the answer on the other hand, will obviously be *Flexibility*.

Many confections would be damaged by pressure, or impact. In other words, they need protection against *Crushing*.

So, the package for them is one that possesses the property of *Rigidity*.

Most candy packages must combine several protective functions but in some of them the most desirable feature is *Toughness*.

In packaging parlance, the answer, especially for flexible materials, is known as *Tensile Strength*.

Of course, there are many other things that can be harmful to candy, such as contamination by outside odors or flavors, exposure to extremes of temperature, rough handling in transit, etc. In most cases, these apply only to specific types of candy, or to specific hazards, present in only a limited number of instances.

Naturally, where these special causations are present, it is the job of the candy manufacturer to be aware of, and to provide against them. I am satisfied that he can be counted on to do so.

What we are concerned with are the more general problems of protection, which occur regularly, and in the case of practically all types of candy. I think we have listed most of these, and that we have also listed the property required in the packaging material to guard against the hazard.

From this point, we can proceed to

an examination of some of the better known packaging materials to see which of them possess one or more of these desirable qualities. These characteristics are briefly:

*The general characteristics* include the grade or gauge of the materials, the forms in which they are available, their clarity, approximate yield in square inches per pound, specific gravity, color, odor and taste.

*Mechanical characteristics* include bursting strength, elongation factor, recovery, or recoil factor, shock resistance, tear strength and tensile strength.

*Chemical characteristics* include ratings on such properties as permeability to water vapor, permeability to other gases, resistance to both acids and alkalis, resistance to oils and greases, and resistance to organic solvents.

*Characteristics of stability, or permanence* involve an examination of resistance to heat or cold, to sunlight, and to storage. These characteristics also include dimensional stability (shrinking or stretching) flammability and flexibility at low temperatures.

*Thermoplastic characteristics* are such properties as heat-sealability, which includes the temperature of the sealing range, the strength of the seal it is possible to produce, and the blocking characteristics.

It is possible to know a great deal about the properties of practically any packaging material. This information, together with information as to the forms in which the material is available—sheets, rolls, bags, etc.—plus cost figures, simplifies the job of selecting the best available material for any sort of packaging job.

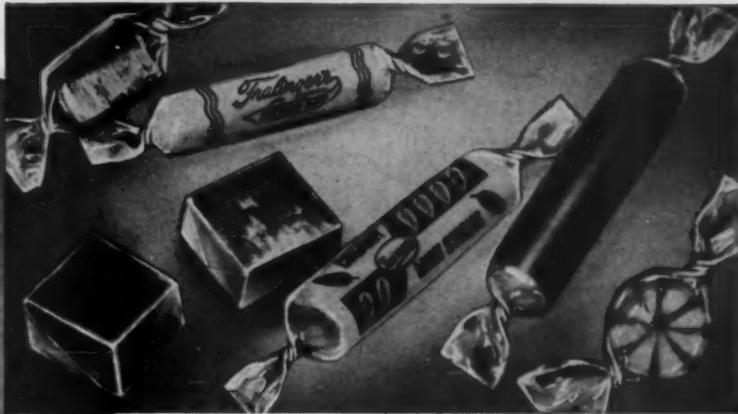
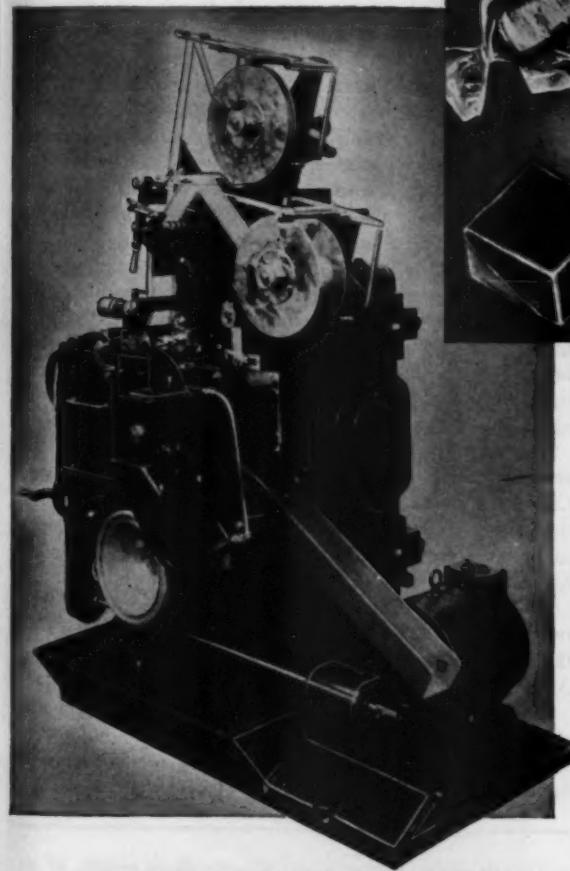
And if none of the standard materials quite meets the specifications, there always remains the possibility of building the desired properties into a combination of two or more standard materials, by laminating them to each other.

All we have to do is determine how much we can afford to pay for protection, and whether the materials we choose are available in the forms in which we want to use them—sheets for hand or machine wrapping; rolls for automatic machine wrapping, or for automatic filling and forming of a package; bags for hand or semi-automatic filling, or in heat-sealed pouches for similar operations.

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**600 PIECES**  
**CUT AND WRAPPED PER MINUTE**

*in only 4' x 5' 3" of floor space*



High-speed Forgrove candy wrapping machines have proven their worth in many leading plants. The popular Model 42-C, illustrated, cuts and wraps toffee and other high-boiled candies at a speed of 600 pieces a minute. Candy is fed in rope form, then cut and wrapped with fantail-twist ends. You can use cellophane or waxed paper—and an inner strip of waxed paper or reinforced foil may also be used. Materials can be plain or printed. Beautiful effects are achieved when color is placed so that it appears on the fantail.

The 42-C can be furnished to wrap exactly your size of candy within the following range: length from 5/8" to 1-1/2", width from 1/2" to 1", and thickness from 5/16" to 5/8". Wrapped candies are delivered down a chute... The machine requires a minimum of supervision and is extremely compact—it occupies only 4' x 5' 3" of floor space and is just 6' high.

A similar Forgrove machine, the Model 42-B, wraps each piece with folded ends and delivers the candies side by side, with folds underneath.

## FORGROVE

MODEL 42-C

### PACKAGE MACHINERY COMPANY

WRAPPING DIVISION

SPRINGFIELD, MASSACHUSETTS

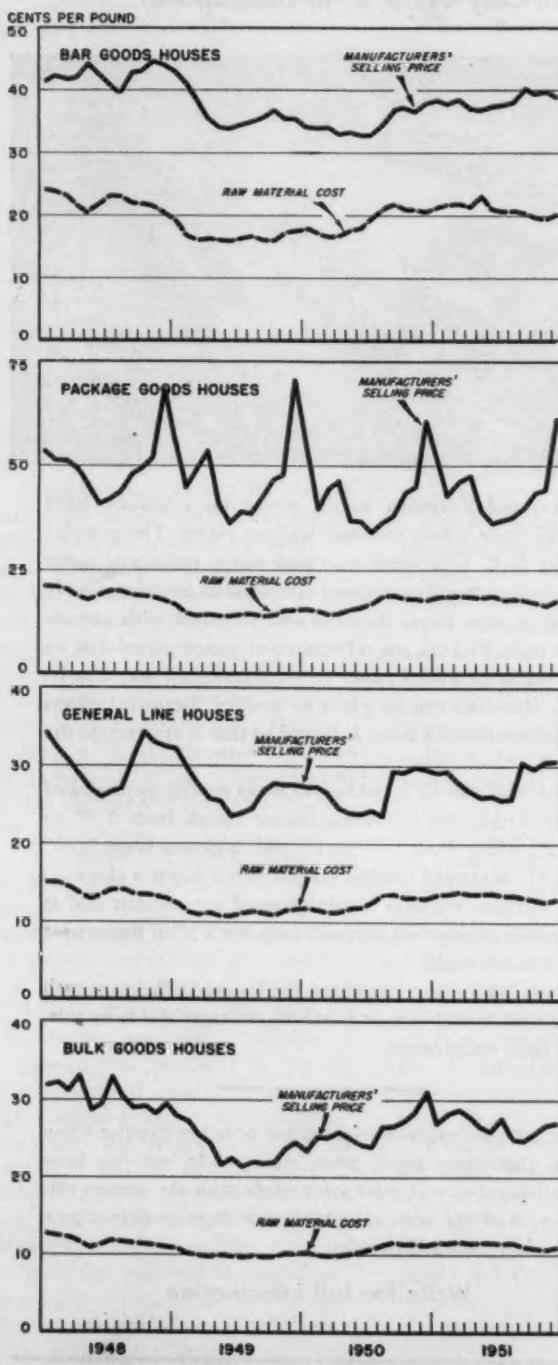
NEW YORK CHICAGO BOSTON CLEVELAND ATLANTA  
DALLAS DENVER LOS ANGELES SAN FRANCISCO SEATTLE  
VANCOUVER WASH TORONTO MEXICO D.F.

Whether you produce high-boiled or other candies—bon bons, chocolates, small pops, stick candy, etc.—we have a machine that will meet your needs with the utmost efficiency. And the neat, colorful wraps these machines produce are a great aid to sales.

**Write for full information**

# Ingredient Cost Trends 1948-1951

CONFECTIONERY - AVERAGE MANUFACTURERS' SELLING PRICE AND AVERAGE RAW MATERIAL COST PER POUND 1948-1951



SOURCES: DEPARTMENT OF COMMERCE, DEPARTMENT OF AGRICULTURE,  
BUREAU OF LABOR STATISTICS

## Flavor Producers Hold 43rd Convention

PRICES, marketing conditions, product quality, and flavor above all, were high-lighted on the convention program of the Flavoring Extract Manufacturers' Association, in their 43rd annual meeting recently held at the Edgewater Beach Hotel, Chicago.

A good deal of interest was evidenced by those attending the four-day sessions, and the committee reported that all meetings were well attended.

V. H. Gies, Vice President in charge of Sales and Advertising, Mars, Inc., pointed out that the candy manufacturers were among the flavor industry's best customers, and urged that prime consideration be given to quality. "Today's market," said Mr. Gies, "is entirely different than we had ten years ago. Today the consumer is looking for value, and is much more discerning than he was ten years ago." He credited advanced educational standards with this finer perception of value.

Very much to the point was Dr. Clarke E. Davis in his report on the supply outlook for the flavor industry. Generally speaking the situation seems somewhat improved, although transportation rates now in effect are a burden and should be given a good deal of study by the shipper.

Some valuable advice on storing and handling essential oils was given by George H. McGlynn, President, Essential Oil Association. Recommendations included storing in well filled, tightly stoppered containers, preferably heavy tin, stainless steel or amber glass, away from sunlight and heat at temperatures from 52 to 55 degrees at all times.

Dr. R. C. Newton, Vice President in charge of Research at Swift & Company's plant in Chicago, discussed Chemicals in Food. In his talk Dr. Newton said. "It is time the various segments of the food industry announce in unequivocal terms the high standard of ethics which has in the past and will in the future be its guide."

Talks dealing directly with flavor problems were given by Prof. Paul S. Lucas, Michigan State College, Dr. Wm. B. Bradley, American Institute of Baking, and Paul Adams, Givaudan Flavors, Inc.

The last order of business before adjournment was election of officers for the coming year. W. G. Grant, National NuGrape Co. of Atlanta was made president for the second term. Also all other officers were re-elected.

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The charts in the adjacent column show results of an experiment planned to test the monthly movement of confectionery prices appearing for each type of candy manufacturer in the Census report, with the movement of price in the raw materials going into the finished goods.

The upper line on each panel follows the monthly price per pound at manufacturers' sales level for the years 1948 to 1951. The lower line follows the cost of raw materials per pound of finished goods.

These charts were used by Earl L. Winger, Industrial Food Analysis Staff, Office of Production Analysis, Department of Commerce, to illustrate raw material costs as they affect the price and sale of finished confectionery. Mr. Winger spoke before manufacturing confectioners at the recent NCA convention in Chicago.

JULY, 1952



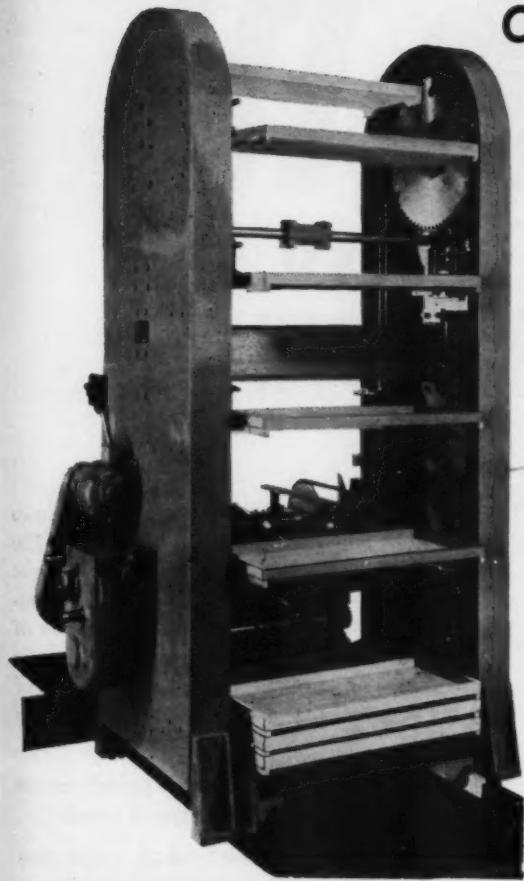
# Candy Equipment PREVIEW

THIS SECTION APPEARS QUARTERLY IN THE MANUFACTURING CONFECTIONER

## Cut Your Candy Manufacturing Cost With **CURRIE Equipment**

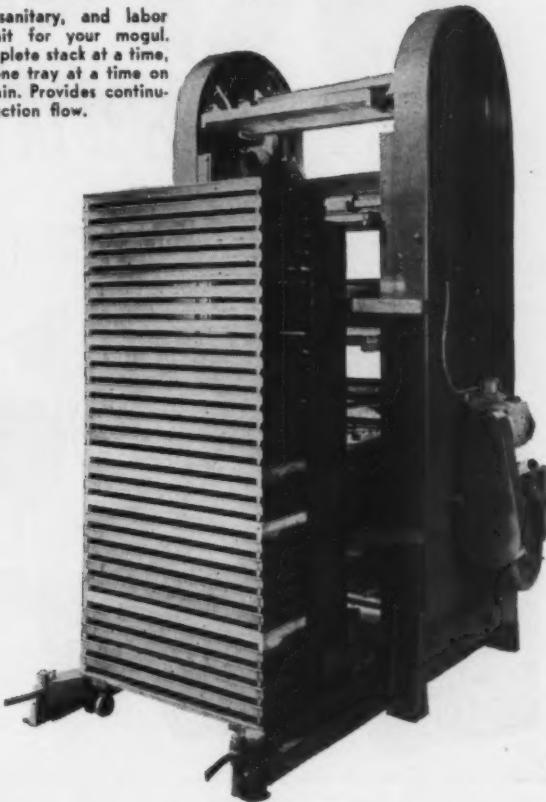
### • CURRIE AUTOMATIC STARCH TRAY FEEDER

A safe, sanitary, and labor saving unit for your mogul. Takes complete stack at a time, deposits one tray at a time on mogul chain. Provides continuous production flow.



### • CURRIE AUTOMATIC STARCH TRAY STACKER

Will give you increased production, elimination of hand stacking, reduced tray breakage, and improved sanitation.



# CURRIE MACHINERY COMPANY

Main Office & Plant: 1150 Walsh Avenue, Santa Clara, Cal.  
Chicago Office: 9411 Central Park, Skokie

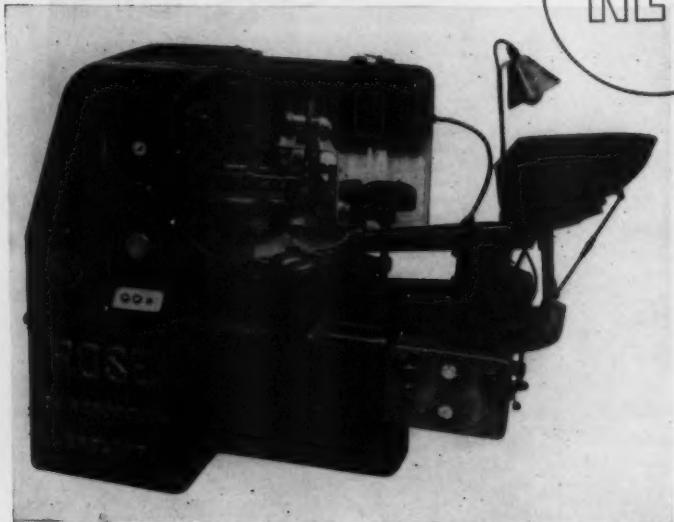


Inside

# 360 P*er* minute

## Automatic FEED

Hand Fed Candy Pieces



NEW

AMF brings you a NEW machine to increase your production . . . and profits! The AMF ROSE High-Speed Automatic Feed Twist Wrapper neatly twist-wraps all pre-formed candies adaptable to automatic feed at the rate of 360 pieces per minute. Irregular shapes can be hand-fed at speeds limited only by the skill of the operator. Any number of sizes and shapes may be wrapped on this *one* machine.

- Variable Speed Control permits instant adjustment to any required speed.
- One-shot pressure oiling system simplifies lubrication and minimizes maintenance.

*Write to Mr. B. L. Abrens for complete specifications, prices and delivery on this and other AMF ROSE Candy Machines.*

Exclusive Sales Agents for the United States and Canada for Rose Brothers (Gainsborough), Limited, England.



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Inside one of the Exhibition Halls at Hannover.



# THE HANNOVER TECHNICAL FAIR

by J. KOCH

The Hannover Fair has once again proved the principal confectionery machinery exhibition of the year in Europe. Machines for every process of chocolate and confectionery manufacture were on view, and one day was scarcely enough to see these exhibits alone, even though they filled only a part of one of the 20 exhibition halls which could be inspected. Although the European trade is on the whole depressed by high cocoa prices, inter-state financial barriers, re-armament programs, and the like, there was a marked sense of energy, enterprise and live business in the air at Hannover.

In six years, this Fair has become the principal German machinery show, taking the place of the old

Leipzig Fair. Already there are 56 acres of halls, 11 acres of open-air stands, giant car and bus parks, permanent installations in the form of new roads and railways, restaurants, reception offices, and so on. Nearly a million visitors have attended the Fair this year, some 60 to 70 thousand of them from outside Germany.

Among official American visitors were an organized group from the Detroit Board of Trade and a party led by the publisher of the "Cleveland Plain Dealer," as well as strong delegations from South America. That the Fair is rapidly gaining an international status is shown by the attention it has attracted abroad. Out of a total of some 5000 exhibi-

tors, more than a quarter were firms from outside Germany.

One of the newly developed machines for the confectionery industry on show was a starch cleaner and conditioner by Messrs. Winkler and Dunnebier (associated with Bramigk & Co., Ltd.). This cleaner is integral with the mogul and takes little or no additional floor space. Starch is drawn from the main sieve of the mogul and treated with hot air in a multiple air separator system, being returned afterwards to the elevator section of the mogul.

Samples of tailings from the cleaner were on view, and they showed the superiority of the air separator over the conventional sieve type of cleaner, fine grained dirt being extracted

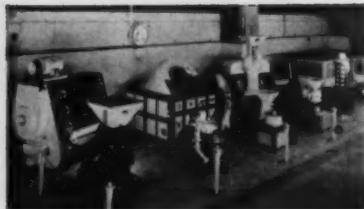
along with the usual chips of fondant, etc.

The Winkler and Dunnebier mogul itself is an impressive machine. Generally conventional in design, the standard model includes multiple cream depositors, a special liqueur depositor, an injection apparatus for pumping soft centers into deposited creams, also an automatic starch sprinkler for drying off the backs of deposited liqueurs. The machine was shown working with a Currie tray stacker, the latter being license built by Messrs. Bramigk in England.

Messrs. Haensel-Junior, in addition to their well-known vacuum cooker, sugar kneader, fondant melter, balling machine, and rows of specialized wrapping machines, were showing a new fondant cooker and beater. Messrs. Haensel-Junior have long been specialists in the field of fondant making machinery. The new model is very compact and should be of especial interest to smaller manufacturers. This firm reported hectic business, and certainly their stand was very crowded at all times.

Messrs. Theegarten (also associated with Bramigk & Co., Ltd.) were showing a range of labor saving toffee making machines, which would not disgrace the most highly mechanized of plants. Automatic ingredient proportioning, automatic pan control, and a universal system of batch transport to the cooling and cutting tables, which could also be located in a conditioned room at a distance from the boiling room, were outstanding features of their designs. They were also showing wide selection of Rose candy-cutting and wrapping machines built in Germany under license from Great Britain.

Carle & Montanari (Milan) and Hermann Bauermeister (Hamburg)



The stand of Messrs. Bauermeister of Hamburg, showing 5-Roll Refiner, "Rotor" Conche and Disc, and 3-Roller Cocoa Nibs Refiner.

were strongly competitive with new chocolate refiners and conches on show. Carle & Montanari also showed their new four pot horizontal cocoa press with automatic controls. And Bauermeister also showed a new disc and three roll cocoa nibs mill, a low horse-power icing sugar mill, marzipan roasting equipment, etc.

In the wrapping machine field, the Swiss Sapal box machine naturally attracted attention on account of its clean lines, high speed, and flooded lubrication system, but there was also intensive competition from the Swiss S.I.G. Wrapping Machine



The new combined fondant cooler and beater of Hansel Junior, Hannover.

Company. A host of German wrapping machine manufacturers offered excellent looking machines, including new models by such well-known firms as Haensel-Junior, Loesch, Hesser, and others.

Chocolate tempering machines were also much in evidence. Messrs. Winkler & Dunnebier were showing a very neat multiple worm tempering machine, and Messrs. Rasch were conspicuous for their wide range of Lauerstein type worm temperers, to which they are constantly adding new models and refinements of detail.

Messrs. Huge, Malavez & Simon the well-known Belgian manufacturers of chocolate melangeurs, refiners and conches, were represented on the stand of their German associates, Messrs. Frisse of Herford, who also had a new model of rotating conche on view.

While there may have been comparatively little to be seen with which the progressive chocolate or confectionery manufacturer was not already well acquainted, there can be no doubt that this show is already the finest shop window for confectionery machinery in Europe, and every visitor to Europe in the months of April or May would be well advised to include it in his itinerary.

The brief description given here is necessarily very incomplete, and we would recommend any intending visitor to allow at least two days for his visit, especially as the exhibition is still growing in size each year. Intending visitors are also advised to book accommodations in advance, as the competition for even the nearest lodging is intense. Your correspondent knows Germany well, but even he had difficulty in getting a place at a pretty village twenty miles from Hannover!

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metal coating-bar-hollow moulds

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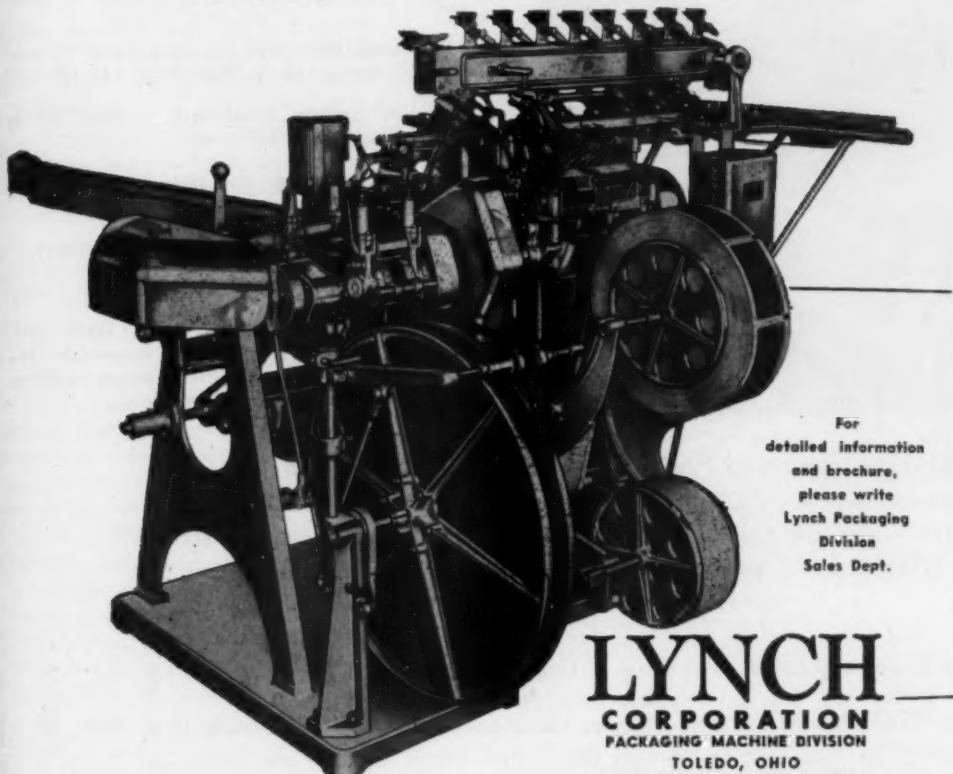
# LYNCH WRAP-O-MATIC

**MODEL RA (or PB) IS YOUR WRAPPING ANSWER!**

For - candy bars...multiple pack bars...  
caramels...wafers...mounds...clusters...cups;

Also many items in other fields.

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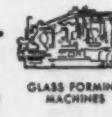
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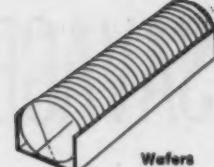
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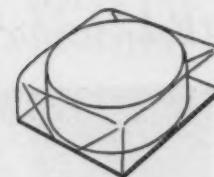
MOPAC  
BUTTER & OLEO  
PACKAGING  
MACHINES



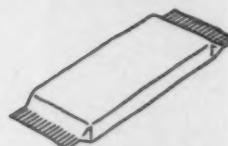
Glass FORMING  
MACHINES



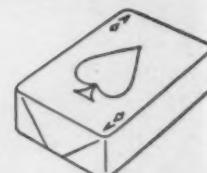
Wafers



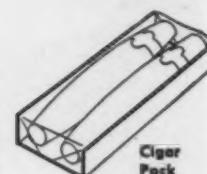
Cup or Mound



Crimped End Bar



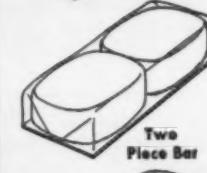
Playing Cards



Cigar  
Pack



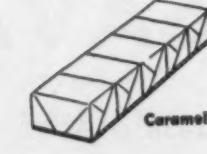
Cake  
Ornaments



Two  
Piece Bar



Die  
Fold Bar



Caramels

# SAVAGE LATEST PORTABLE FIRE MIXER

MODEL S-48

**Thermostatic Gas Control • Variable Speed • Streamlined • Sanitary**



## IMPORTANT FEATURES

1. Aluminum base and body casting—light but substantial for long life.
2. Atmospheric Gas Furnace with stainless steel shell for manufactured, mixed and natural gas, also liquid petroleum gas 2550 b.t.u.
3. Steel agitator with improved nickel alloy scrapers securely attached to stainless shaft yet easily removable. Single or double action as desired.
4. Variable speed from 30 r.p.m. to 60 r.p.m. without stopping machine—no clutch or gear shift.
5. Minneapolis-Honeywell gas control and thermostat for range 160 to 280° F. or 240-385° F.
6. Exclusive Savage break-back feature, tilting within floor space 32" x 48".
7. Sealed ball bearings and steel cut gears used for silent operation.
8. Stainless steel cream can with brass faucet.
9. Stainless steel drip pan attachment.
10. Regularly supplied with copper kettle 24" diameter 12½" deep; also adaptable for copper kettle 24" x 16". If desired stainless kettle 24" x 12½" can be furnished.

The Savage Improved Portable Fire Mixer, Model S-48, was designed to include many new features and conveniences with automatic temperature control and variable speed. It is a combination cooker and mixer for making caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and when equipped with double action agitator is ideal for cocoanut candies and heavy masses requiring thorough mixing; in fact this machine is suitable for any batches requiring mixing and cooking.

Savage Fire Mixers are used by large manufacturers as well as individual retailers in practically all plants in the United States, Canada and many foreign countries.

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THE MANUFACTURING CONFECTIONER

# PREVENTIVE MAINTENANCE APPLIED TO SCALES

By John D. Beeson

**P**REVENTIVE maintenance strives to eliminate breakdowns before they occur.

This aspect of prevention in the field of equipment maintenance has been accented more and more in recent times over the old idea of merely the repair and replacement of worn out parts.

The reason for this shift of emphasis is due to a great many things, such as the scarcity of replacement equipment, the increased cost of this new equipment, and the cost of breakdowns resulting from loss of present high production rates.

It is easily seen that the cost involved due to a minor breakdown could amount to many times the value of the equipment itself, but in most every case the actual failure of a machine either does occur during operation or is discovered at the start of an operation.

The procedure then for preventive maintenance is one of periodically providing care and attention to a machine to keep it functioning, to replace worn parts before failure and while not in use, and to prolong the life of the machine.

All equipment requires maintenance in some amount or another. The amount depends upon the complexity of the machine and the accuracy required of it. Even simple hand tools require cleaning and attention if they are to serve a long and useful life.

Preventive maintenance, however, actually begins at the time of initial installation. It is concerned with providing a proper support, proper as-

sembly technique, and the alignment and adjustment of parts so that the equipment will be functioning within the capacities and conditions for which it was designed.

Once a unit is in operation and working properly, the object of preventive maintenance is to keep it that way; to keep one step ahead of difficulties so that maximum production is attained for the maximum useful life of the machine.

Scales, like all other pieces of mechanical devices, also require maintenance. Here again the amount of maintenance depends upon the complexity and the accuracy required.

Weighing devices today occupy a rather unique position in industry. Few other devices are as universally used or as universally necessary throughout every industry as are scales in some shape or form.

Actually, scales are a border line case between an instrument and a production tool. They are used in industry not only to determine monetary values of products, but also as a fast, accurate means of quality control in the mixing and processing of a product.

This latter usage in many cases is of as great importance to the producer as the actual portioning out for sale.

Even though scales do play such a vital role, most users, while they may be conscious of maintaining their other equipment, seem to overlook the importance of proper maintenance for their weighing devices. Yet in most cases all that is needed in the way of preventive maintenance is that it be kept clean and free.

Once a scale unit is installed correctly, with rigid supports and so placed that it receives the commodity without excessive abuse, it will operate properly for many months with only frequent dusting and inspection of the dashpot, if one is used.

As for overhauling or replacement of parts on a scale, this work should be done by personnel familiar with weighing devices and who have had instruction in the art.

Companies who are users of a great many scales have found it advantageous to set up a scale department that has complete charge of the installation and maintenance of all of their weighing equipment. Some companies have found it useful to retain records of each scale, with information as to purchase date, specifications, the date of the last overhaul and the parts that were replaced. From these records it can be determined approximately when it should be returned to the scale shop for checking.

Other companies, who perhaps may have only a few scales in use, rely upon responsible scale repairmen who provide scale service as their business or as a part of their business. These companies have found that having their scales serviced by these men, usually under some sort of a contract, has proven to be a great asset against downtime due to scale failures.

In any case, it will be found that the practice of preventive maintenance and repair will prove beneficial in dollars and cents when it is applied to scales as it has for other equipment.



Mr. Theodore Stempel, General Chairman, shown at the Opening of Exposition Hall, June 2.

## SEEN AT THE EXPOSITION

**R**AW materials, services, machinery and equipment, and packaging—they were all represented and on display when the 26th Confectionery Industries Exposition got under way Monday afternoon, June 2.

Visiting the Exposition was something like leafing through an animated engineering book—each display booth constituted at least a page. Some pages were dainty and could be turned with a very light finger, while others were weighty with heavy equipment and took the strength of a Sampson. And like the pages of any good book, many displays were worth returning to again and again. Many were fascinating, and all were interesting.

Let's see what it was like, this engineering book of the Exposition!

Among the pages devoted to equipment we found the Oakes continuous automatic mixer, which so aptly illustrated Dr. Oakes' discussion during the Production Forum of the Convention.

The Chocolate Spraying Co. exhibiting Latini and other equipment, requiring several pages of our book. High speed production indeed from

that continuous die pop machine—200 per minute, we're told.

Burrell Belting were exhibiting samples of their brand new "Reflecto" belting for candy makers. Made from a new compound plastic coated on fabric, for a smoother, finer finish to the bottom of candy. And their o-o-h so-comforting-to-tired-feet Lite Step Anti-Fatigue Matting.

Counsel Machine Company, new to our book, provided action with the "Robo-Lift" being demonstrated with sugar and little red candies.

A book within a book is what we found at the page marked for A. Huhn Manufacturing Company. The engineering staff of the company has just completed this 32-page booklet with charts and illustrations describing the continuous starch conditioning systems. Well worth a glance (and more).

J. W. Greer Company needed several well-packed pages and introduced

their new VIBRA-PAC for automatic stock box packing of chocolates.

Likewise, several pages described the J. H. Day equipment—Roball Sifter, Blender, and Cincinnatus Mixers.

National Equipment probably had the largest machine on display—a giant mogul unit which covered one whole corner of the Exposition Hall.

And Carver cocoa presses too large to exhibit. Twenty ton capacity for their latest model. But their page showed a very fine picture of their new offices in Summit, New Jersey.

Lots of dazzle and shine at the Groen Manufacturing page. The reflection from those stainless steel kettles was something to see.

And all that Baker Perkins equipment, fresh in from England, and more to come. Handsome brochures from Jabez Burns describe their equipment for cleaning and roasting the cocoa bean.

A plastic center machine was on the page of Harry L. Friend—a mighty important page in candy-maker's book.

The stainless steel marshmallow beater on the Savage Brother's page was built to meet the requirements

(Turn to page 36 please)

THE MANUFACTURING CONFECTIONER expects to cover other displays at the Exposition in later issues. This space is devoted to the exhibitors of machinery and equipment only.

*The newest-Most efficient*

# CHOCOLATE ROTARY CONCHES

Five Models—ranging from  
440 to 3500 lbs. capacity  
**C.M.-R/2-4-6-8-16**



Latest and most modern development in rotary conches, that reduces conching time one-half or more.

Centrifugal propeller force lifts the paste from the bottom and forces it between the granite cone and rotating granite stone cylinders that, while grinding, pick it up and project it on the surface, distributing the paste and insuring a complete continuous cycle. Adjustable cylinder pressure insures equal degree of fineness and fluidity.

Adopted by primary U. S. plants.

**Write for descriptive Folder**

# CARLE & MONTANARI s. a.

FOUNDED 1907

VIA NEERA 39—MILAN, ITALY

U.S.A Representative: C. A. MASCHERIN, 220 W. 42nd St., Room 702, New York 36, N.Y.

(Continued from page 34)

of the Health Department of New York City.

Voss Belting showed samples of their neoprene coated bottomer belt, which can be washed with steam for better sanitation and no danger of shrinkage.

The Aluminum Cooking Utensil's aluminum display trays, anodized in color, caught the eye, but the 50 gallon ingredient containers that could be supplied with or without dollies looked mighty efficient.

Vacuum Candy Machinery covered some heavy pages with Simplex Cookers, Batch Rollers, Automatic Sizing and Cutting machines. But the baby Depositor shown came in for the lion's share of attention.

Chas. H. Stehling showed a chocolate mixer which held a mere 20,000 pounds. Their newest model, which will be available for delivery in about eight weeks, holds 30,000 pounds.

American Chocolate Mould featured moulds for hollow chocolate figures; Niagara Plastic Molds were gay and clever, and especially interesting for making Holiday Specialty chocolate goods; fancy moulds of many varieties were on the Wey-

gandt page, as were some fine machinery importations.

Wrap-Ade Machinery Co. were wrapping lollipops when we came to their page, and the machine was operating in a highly masterful fashion at the job.

Currie Machinery had only the high speed candy cleaner to show, but printed material and advice on all Currie equipment was available.

So much activity on the Carle & Montanari page that we could hardly get a look. Good thing all those machines were painted brightly. There was a great deal of interest evidenced in their equipment, and Mr. Mascherin was certainly a very popular host.

John Werner & Sons relied on a fondant beater on their page to draw the eye of the visitor.

All in all it's been mighty interesting reading, although we've only had time to skim the surface. Only candy making equipment has been covered up to now, but in issues to come we hope to continue through other chapters of raw materials, packaging equipment and machinery, as well as services offered to the candy manufacturer.

## CONVEYORS

Corrigan bulk dry sugar handling and storage systems convey sugar from unloading point to storage and from storage to production.

Improve production facilities  
Lower operation costs

## J. C. CORRIGAN CO., INC.

41 Norwood St., Boston 22, Mass.

### STANcase STAINLESS STEEL EQUIPMENT

MODEL  
No. 18  
Inside  
Dimensions.  
Length - 43½"  
Width - 22½"  
Depth - 16"



### Sanitary

### STAINLESS STEEL TRUCKS FOR FONDANT CREAM &c. Write for descriptive literature of this, and other models available for immediate delivery.

Manufactured by  
The Standard Casing Co., Inc.  
121 Spring St., New York 12, N.Y.

## IT'S THE NEW FREIMAN

Hand Roll  
Cream  
Depositor



FOR THE AVERAGE CANDY SHOP

MAKES UNIFORM CENTERS  
GREAT LABOR SAVER  
A PRICE YOU CAN AFFORD

Write now for free information

CONFECTION MACHINE SALES CO.  
37 W. Van Buren, Chicago

Name \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_

E. P AUTOMATIC PLUNGER  
SUCKER MACHINE

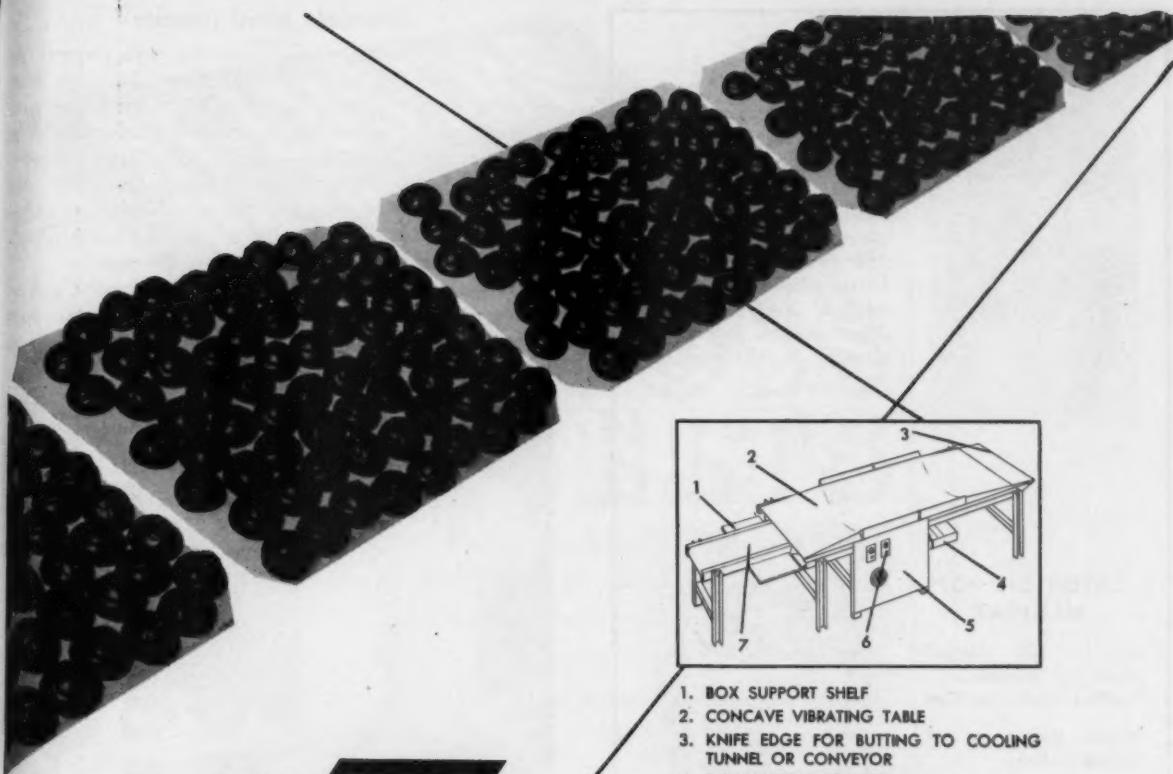


Now Produce  
300 to 800  
HIGH QUALITY SUCKERS  
Per Minute  
Write for Full Details

VACUUM CANDY MACHINERY CO.  
RACINE CONFECTIONERS' MACHINERY CO.

15 PARK ROW, NEW YORK 18, N.Y.

THE MANUFACTURING CONFECTIONER



THE NEW **GREER**  
**VIBRA-PAC.** \*

THE LATEST DEVELOPMENT BY  
GREER ENGINEERS FOR STOCK-BOX  
PACKING OF CHOCOLATES.

- It is tested and proven and will pay for itself in a few months!
- Packing costs cut at least 60%!
- Saves space.
- Improves appearance of goods—scratching and finger marking eliminated.
- Simple operation.
- Automatic card feed—adaptable to any type or thickness of card.
- More sanitary.

Write for bulletin #52-3.

1. BOX SUPPORT SHELF
  2. CONCAVE VIBRATING TABLE
  3. KNIFE EDGE FOR BUTTING TO COOLING TUNNEL OR CONVEYOR
  4. PNEUMATIC CARD FEED
  5. DRIVE PEDESTAL WITH INDIVIDUAL MOTOR AND VARIABLE SPEED DRIVE
  6. VIBRATOR CONTROL
  7. CARD DELIVERY BELT AND TAKE-OFF
- OVERALL LENGTH 15'-0"

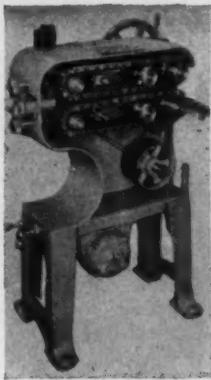


\*Patent Applied for

**J. W. GREER COMPANY**

CAMBRIDGE 39, MASSACHUSETTS  
SALES ENGINEERING OFFICES: NEW YORK, CHICAGO AND SAN FRANCISCO

**GREER**



### HOHBERGER CONTINUOUS CUTTER

Positive sealing on filled pieces. Production up to 150 feet per minute. Forms pillows, straws, and waffles. Variable speed drive enables spinner to operate at maximum.

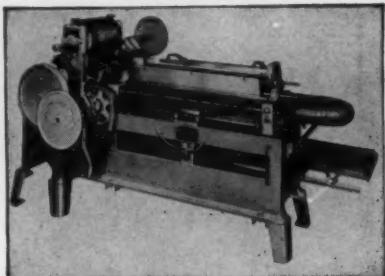
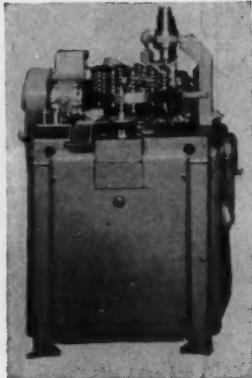
### LATINI DIE POP MACHINE

Up to 200 perfect pops per minute. Positive stick insertion.

Wood, paper, or cellophane sticks.

Weight control.

Interchangeable dies.



### HOHBERGER BALL MACHINE

Production up to 1,200 lbs. per hour. Continuously forms filled or plain balls, barrels, unusual shapes, sunbeam starlights. Ten-groove electrically-heated sizer. Improved oscillating cooling conveyor.

Representative:

*John Sheffman, Inc.*

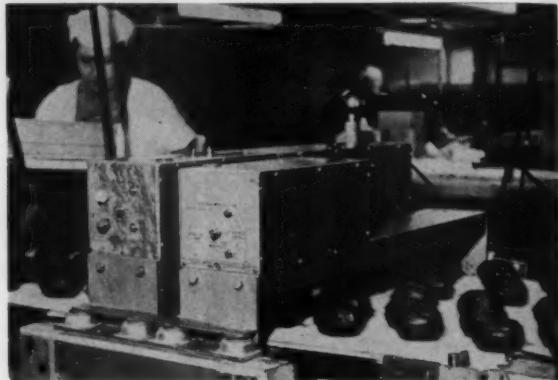
152 West 42nd Street

New York 36, N. Y.

### Automatic Metal Detector

The E. W. Brilmayer Laboratories have recently developed an Electronic Metal Detector for extra-wide coverage that is able to detect either magnetic or non-magnetic metal embedded in a candy product down to the following sizes: Steel sphere—.070" dia.; copper—.087" dia.; brass—.110" dia.; aluminum—.110" dia. This model can be built for various sensitivity widths from 32" to 48". A unit with an opening width of 40" is able to inspect a sheet of material 36" wide.

The detecting operation is completely automatic and requires no additional personnel at the line. Custom-built to fit specific requirements of any plant, it is simple to install and service.

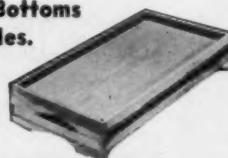


The above photograph shows the Brilmayer extra-wide coverage Electronic Metal Detector at work on The Quaker Maid Company, Inc. line in Brooklyn, New York.

• Optima-Maschinenfabrik (manufacturer, exporter), 7-9 Alte Reifensteige, Schwaebisch Hall/Wuertt., has available for export and is seeking an agent for 10 to 20 first-class fully automatic high-precision weighing and filling machines for powdery, floury, granular, and similar substances in quantities from one-fifth of an ounce to 22 pounds; and piston dosing machines for the measuring of powdery and granular materials allowing up to 50 dosing operations per minute, with a wide range of adjustment in finest graduation. Set of illustrated literature (in English and German) available on a loan basis from the Commercial Intelligence Division, U. S. Department of Commerce, Washington 25, D. C.

### 85c STARCH TRAYS

Tempered Hardboard Bottoms  
Hardwood Ends and Sides.



Solid Wood Glued Bottoms  
Nailed—Lock Corner and  
Water-proof Glued.

also: Dipping Boards—Starch Tray Dollies  
Pan Room Trays—Wire Bottom Trays  
Mould Boards

And All Other Affiliated Wood Products

**BAYWOOD MFG. CO., INC.**

11 Sterling Pl. Brooklyn 17, N.Y. NE 8-9832



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HI-LUSTRE  
Heavy Duty



# VOSS BELTS

HI-LUSTRE Heavy-Duty Enrober Belts are built to *take it*—to keep on performing at high efficiency for much, much longer than any ordinary Belt . . . Tough conditions don't faze HI-LUSTRE . . . and you can't get a better Belt for heavy bar work. Its extra weight means that you can use HI-LUSTRE on packing tables or without carrier belt.

This *Double-texture* Belt (available in either black, white or green) gives you a "Double-feature" advantage you'll appreciate—that will keep your maintenance and replacement budget down . . . HI-LUSTRE is

### CURL-RESISTANT . . . CRACK RESISTANT

HI-LUSTRE is only one of the remarkable Belts VOSS has developed especially for candy manufacturing requirements, during our years of specialized attention to the needs of this industry. For outstanding quality—and for unequalled service—ask about

HI-GLOSS PLASTIC COATED COOLING TUNNEL BELTS  
OILCLOTH—SINGLE TEXTURE OR DOUBLE-COAT LIGHTWEIGHT

★ and ★

Endless Bottomer and Feed Belts—White Neoprene treated, or plain . . . Packing Table Belting—plain or treated with smooth white flexible coating . . . Caramel Cutter Boards . . . Batch Roller Belting . . . and all your other Belting needs. . . .



5647

N. RAVENSWOOD AVE., CHICAGO 26, ILL.  
EASTERN OFFICE: 118 E. 28th ST., NEW YORK 16, N.Y.

# JUST 2 PEOPLE and an **IDEAL WRAPPING MACHINE**



**Can Package 450  
Caramels  
Every  
Minute!**

Yes—that's speed, but **DEPENDABLE** speed, coupled with smooth, low-cost operation! Only 2 personnel required for this entirely automatic operation!

**WRITE TODAY  
for important FREE  
Brochures.**

Established 1906

**IDEAL WRAPPING MACHINE COMPANY**

MIDDLETOWN, NEW YORK, U. S. A.

## New Booklets Available

Special Service Report describing the important advantages provided by Compound No. 31, a new material designed to permit fast, simplified removal of milkstone deposits from all types of milk-handling and milk-processing equipment. Oakite Products, Inc., 22 Thames Street, New York 6, N. Y. *Code J7A52.*

Bulletin No. 3270 covers scales for use in research laboratories. The Exact Weight Scale Co., 944 West Fifth Avenue, Columbus 8, Ohio. *Code J7B52.*

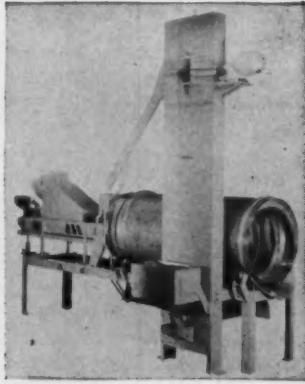
"Six Ways to Speed Production and Maintain Sanitary Requirements in Hard Candy Manufacturing," is a technical folder in flow sheet form showing process stages of a wire belt installation. The Cambridge Wire Cloth Company, Cambridge, Maryland. *Code J7C52.*

Bulletin T/C is the 1952 edition of data book and catalog with prices, application recommendations and pertinent information concerning instrument sensing units and associated accessories. Wheelco Instruments Division, Barber-Colman Company, Rockford, Illinois. *Code J7D52.*

Bulletin 566 describes liquid meters for measuring more than 100 different industrial liquids in processing, batch mixing and cost control operations. Neptune Meter Company, 50 West 50th Street, New York 20, N. Y. *Code J7E52.*

Catalog 40 covers Armored Flowrator Meters for high pressure fluid flow rate measurement and control. Fischer & Porter Company, Hatboro, Pennsylvania. *Code J7F52.*

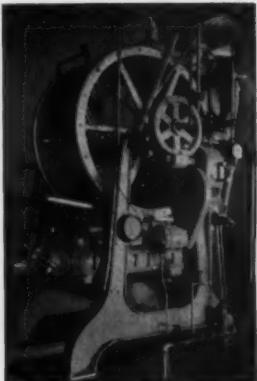
(Continued on page 42)



**LATINI SUGAR SANDER and SUPPLEMENTARY STEAMER**

Guaranteed to properly sand the full out-put of a mogul.

Supplementary steaming brings out the natural brilliance of sugar crystals and forms a protective film, simulating crystallized candies.



**HOHBERGER  
CONTINUOUS  
CREAM MACHINE**

Continuous production up to 2000 lbs. per hour. Straight sugar or any amount of corn syrup. Requires part-time attention of one operator.

Representative:

*John Sheffman, Inc.*

152 West 42nd Street

New York 36, N. Y.

DEPOSIT  
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# Patents

## DEPOSITOR FOR CHOCOLATE AND THE LIKE

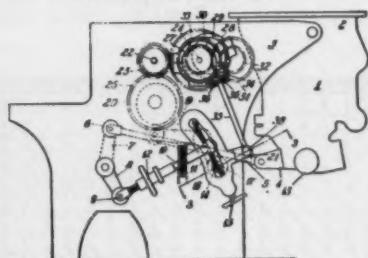
2,555,067

Allan Ashmead Tunley, Peterborough, England, assignor to Baker Perkins Limited, Peterborough, England.

Application February 21, 1945, Serial No. 579,053

In Great Britain February 26, 1944

3 Claims. (C1.107—27)



In a machine for depositing chocolate and the like upon continuously traveling moulds, a hopper mounted for oscillation above the moulds and having a depositing nozzle, a pivotally mounted quadrant lever, linkage connecting the quadrant lever to the hopper, means for oscillating the lever and thereby the hopper comprising a drive shaft, a driven shaft, variable speed means connecting the shafts, a first drive means directly driven by said driven shaft and rotating at the same speed as said driven shaft, a second drive means carried by said driven shaft, means driven by said driven shaft and operably connected with said second drive means to drive the same at a fixed speed different than the speed of said driven shaft and of said first drive means and connecting means selectively connectible between said respective drive means and said quadrant lever to selectively couple the lever with the driven shaft at different ratios of oscillation for each revolution of said driven shaft.

**Rotary Beater Mill and Classifier for Producing Sieve Range Sized Chocolate Products** 2,574,948

Justin J. Alikonis, Bloomington, Ill., assignor to Paul F. Reich Company, Bloomington, Ill., a corporation of Illinois

Application March 26, 1949, Serial No. 83,678

2 Claims (Cl. 241—52)

This invention is a continuation-in-part of the (Alikonis) patent No. 2,465,828, dated March 29, 1949. The present invention relates to a chocolate confectionery possessing superior qualities of taste, texture and aroma, and to an apparatus for producing the same.

Specifically, this invention provides an apparatus whereby the dry ingredients, particularly including the basic cacao nibs, are mixed and successively ground to exceedingly fine and uniform particle size by an abrading and scarifying action, in which the pulverizing step is carried out at a lowered temperature and under controlled air supply conditions, so as to enable the reduction of the cacao nibs without liquefying the same and objectionably clogging or gumming the pulverizer.

Six drawings illustrate the apparatus.

**COCAO PROCESS AND PRODUCT** 2,558,854

Norman W. Kempf, Auburndale, Mass., and Harvey K. Murer, Summit, N. J., assignors to General Foods Corp., New York, N. Y., a corporation of Delaware. No Drawing. Application June 22, 1948, Serial No. 34,558, 24 Claims. (C1.99—23)

A process for the non-fermentative curing of raw cacao which comprises maintaining at a temperature between 50° C. and 65° C. and with a moisture content not less than 12-15% for a period between 5 and 50 hours, and then arresting the curing by rapidly drying the resulting product.

Meeting the Challenge  
in Packaging Modernization

For: Better Cost Control  
Sounder Quality Control

EXACT WEIGHT Selectrol (electronically operated) automatically checks weighing after-dinner mints in the plant of Thos. D. Richardson Co., Philadelphia, Pa.

Sales  
&  
Service  
from  
Coast  
to  
Coast

Packaging takes a pretty stiff bite out of total production costs. This is why substantial capital expenditures are going into 1952 modernization. Equipment-wise top management attending the National Packaging Exposition in Atlantic City were seeking answers to (1) reduced operating costs; (2) increased plant output; (3) reduced physical labor; (4) smaller losses per unit package; (5) speed or improved packaging; (6) assured reliable operation. EXACT WEIGHT Scales, individually or with allied and coordinated equipment meets this challenge squarely. One group of models, the "Selectrol," electronically controlled and illustrated above, delivers 100% product check at high speed. Many other models, semi-automatic in type, accomplish like results with minimum human effort. Hundreds of models are available for packaging tasks that by virtue of their nature require manual application. Of one thing you can be sure. If it's EXACT WEIGHT Scale equipped it meets the challenge for saving time, money, product and labor. Write for details to fit your operations.

**EXACT WEIGHT SCALES**  
*Industrial Precision*  
THE EXACT WEIGHT SCALE COMPANY

912 W. Fifth Ave., Columbus 8, Ohio  
2920 Bloor St., W., Toronto 18, Canada

• Steinhardt & Nordlinger have accepted the exclusive representation of the machine factory of Justus Theegarten, H.G. for the entire United States and Canada. Justus Theegarten are builders of the Volkmar-Haenig Continuous Vacuum Cookers and Batch Cookers, the Gaebel Plastic Machines, and the fully automatic Rolling machine Frankoma for filled and solid candy, chewing gum and licorice. These machines have met with remarkable success in Europe and South America.

• The Baywood Mfg. Co., Inc. of 11 Sterling Place, Brooklyn 17, N. Y. is now producing a starch tray priced at 85 cents. The tray is constructed of hardwood with tempered hardboard bottoms, in any size up to 16" x 32".

• Bridge Food Machinery Co. now has the L. H. Butcher Company as West Coast representative to handle their general line of confectionery equipment. Offices are located in San Francisco, Oakland, Los Angeles, Salt Lake City, Portland and Seattle.

• Jabez Burns & Sons have recently released a pocket-size eight-page folder on advanced types of chocolate-processing equipment. The folder features machines built for the confectionery and allied industries by the Burns company, as well as those of Baker Perkins, Ltd., and A. Savy Jeanjean et Cie., both of which firms are represented in the United States by Burns. Copies of the folder may be obtained by addressing Jabez Burns & Sons, Inc., Eleventh Avenue at 43rd Street, New York 36, N. Y.

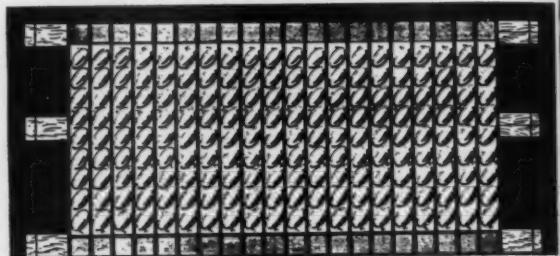
#### New Booklets

(Continued from page 40)

"Drew's Hard Butters in Vegetable Butter Coatings for Year-Round Use," is the name given a new 16-page booklet containing information regarding adaptabilities of various coatings in all seasons and temperatures, enrobing procedures, coating formulas, colors, etc. E. F. Drew & Co., Inc., 15 East 26th Street, New York, N. Y. Code J7G52.

For more complete information on the products or material described in these booklets, check the coupon form appearing in page 46.

Dry powdered sweet whey, by-product of making Swiss cheese, now goes into caramels instead of being wasted as formerly.



#### ALUMINUM CANDY MOULDS CHEAPEST, MOST PRACTICAL AND ECONOMICAL MOULD MADE

Now with a NEW FINISH  
which eliminates break-in time

**CINCINNATI ALUMINUM MOULD CO.**  
Dept. M, 1834 Dana Ave., Cincinnati 7, Ohio

## Are you getting your share of SAVINGS AND SERVICE made possible by BURRELL belts

Actual operating figures prove that Burrell candy belts wear longer, perform better and give the finest results. These are the hardest working and finest belts obtainable and because of their quality will give complete satisfaction and make possible sizable savings. This combination of facts is worth investigating. See what a real job Burrell belts, recommendations and service can do for you no matter what your candy belting problem might be.

**IF IT'S BELTING, WE HAVE IT!**

**"BUY PERFORMANCE"**

# BURRELL

**BELTING CO.**

7501 NORTH ST. LOUIS AVE., SKOKIE, ILLINOIS

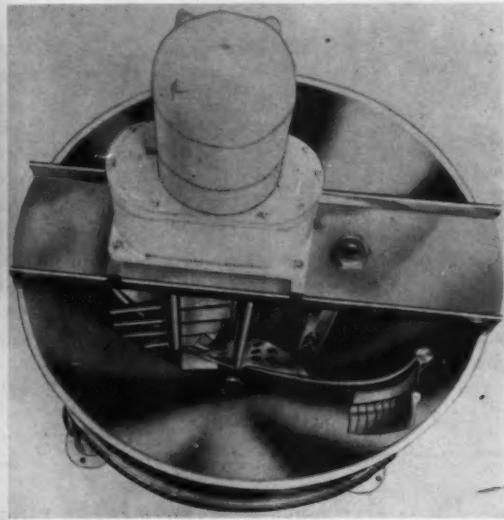


Page 40  
Coatings  
6-page  
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# What's New in Candy Equipment

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 9 S. Clinton St., Chicago 6, Illinois. Use the coupon on page 46.

## "Test It Yourself" Mixer Kettle



It is now possible to "borrow" a 60 gallon stainless steel steam jacketed mixing kettle for a limited period on a no-charge basis. Essentially a combination of the company's twin shaft and single shaft units, the new type kettle is equipped with a speed-heating rota-therm steam jacket, a variable speed drive, demountable shaft couplings and demountable baffle plates. By operating the unit with all or various parts of its equipment, the user may observe which types of agitation and which elements of the equipment are best suited for processing his product.

The only cost is freight on the equipment from and to Chicago or the next destination. *Code J7L52.*

### Small Haulers' Cooling Problems Solved

Effective, economical refrigeration of smaller trucks can now be accomplished with a new type dry-ice truck bunker. Measuring only 10 inches high, 13 wide and 32 long, the unit is designed to use dry-ice blocks of one-half thickness, thereby considerably reducing the unit height. Weight is approximately 30 lbs.

This new cooler will efficiently cool loads of candy, ice cream bars, bakery goods, and similar merchandise. *Code J7K52.*

### Simplicity Feature of New Temp Regulator

A new simply designed self-operated temperature regulator has been added to an already well-known line. This new regulator has visual finger-tip dial control, built-in strainers to protect the pilot and main



## Schutz-O'Neill PULVERIZER

Produces Finely Powdered Sugar  
Without Dust Rooms . . . Reels . . . Bolts . . .  
Sifting Devices

The Schutz-O'Neill Dustless Sugar Pulverizer makes it possible to carry only coarse granulated sugar in stock. This is quickly pulverized to a uniform fineness and is collected and delivered in a simple automatic manner. You then have fresh powdered sugar as needed.

**EXTRA EQUIPMENT:** Automatic Starch Feeder will thoroughly mix any desired percentage of starch with powdered sugar.

**3 SIZES WITH CAPACITIES FROM 400 LBS. PER HOUR UP**  
Vee Belt drive allows close pulley centers and proper speed pulverizer operation. Equipped with Schutz-O'Neill Automatic Vibrator-Feeder.

Write for information,  
state capacity desired.



## How to

## Avoid

## Flavor Contamination



To protect the distinctive flavor of your product, all mixing and processing equipment must be maintained in a scrupulously clean condition. Every trace of foreign matter must be cleaned away completely.

This you can do most economically with fast-working Oakite cleaning compounds specially recommended for this purpose. For complete details on washing copper kettles, sanitary piping, beaters, etc., ask for Free Bulletin. Send to Oakite Products, Inc. 36C Rector St., New York 6, New York. No obligation.



valves, stainless steel seats and discs, and internal porting to eliminate external damage and minimize maintenance.

The manufacturer claims control accuracy of plus or minus 1 deg. F., obtained by means of a fully balanced, single-seated pilot operating on a vapor flash principle. Ninety-nine per cent of the power to position the valve is taken directly from the steam, and only one per cent from vapor expansion in the thermostatic system.

Designed so simply that it is easily and quickly disassembled for relapping and cleaning in the field, the regulator is self-contained and pilot operated in sizes 2-inch through 4-inch. It is available with 125 lb. or 250 lb. ASA flanges for steam pressures from 10 to

150 psig. and for temperature control from 30 deg. F. to 325 deg. F. Adjustment range is 60 deg. F. Eight feet of capillary tubing and a 1-inch NPT connection on the bulb are standard equipment. *Code J7J52.*

#### Rapid Electronic Moisture Tester



**ECONOMY EQUIPMENT**  
For  
**CANDY and BISCUIT**  
**PLANTS**

BELTURNS for conveying around a turn without bunching.

- LUSTR-KOOLD chocolate, skinning and sandwich cooling tunnels and conveyors.
- MISC. ITEMS: Packing Tables; Variable Drives; Stainless Steel Hot and Cold Slabs; Stainless Trucks, Pans and Racks.

Also Special Equipment Made to Your Requirements.

**ECONOMY EQUIPMENT COMPANY**  
4800 S. Hoyne Ave. Chicago 9, Illinois

Control of moulding starch moisture content is easier than ever with the new model moisture tester. Tests can be completed in 60 seconds or less by non-technical personnel. The tester can be readily adapted for use by manufacturers to measure the moisture of nuts, cacao beans, chocolate powder, powdered eggs, tapioca powder and similar ingredients. *Code J7H52.*

**CHOCOLATE MIXER EFFICIENCY**

*MAKE SURE IT'S*  
**Stehling**  
*AND BE SURE*

If you're looking for faster melting, faster mixing, and faster development of flavor . . . if you want simplified, dependable operation . . . if you want more efficient, less costly chocolate mixing, get all the facts about the Stehling Horizontal Cylindrical Chocolate Mixer today.

Made in three sizes to meet every requirement and to the most exacting standards for longest, continuous, most economical service. If you want top efficiency in chocolate mixers, *make sure it's Stehling and be sure!*

**CHAS. H. STEHLING CO.**

1303 N. FOURTH STREET • MILWAUKEE 12, WISC.

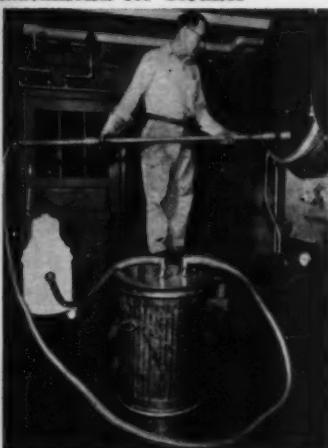
Factory Representative: R. S. and G. B. Hislop  
1517 Grange Ave., Racine, Wisc.

Industrial Maintenance Simplified



A new type preserver applied to concrete floors reduces dust, minimizes slipping hazards, and makes cleaning much easier. Regular sweeping, periodic wet-mopping, and occasional fine steel buffing is all that's needed to keep concrete floors in first-class condition. After the initial treatment, worn areas may be patched without showing overlap. *Code J7M52.*

Attachments for Cleaner



New attachments for a regular industrial vacuum cleaner will convert any standard 30-gallon or smaller galvanized ash can into a receptacle for dirt from boiler flues, furnace fire boxes, large industrial chimneys, mill and factory machinery, elevator boot pits, etc. Even hazardous areas may now be safely vacuumed without danger of explosion, as only the ash can assembly need be in the danger area. The vacuum may be left outside and connected with a sufficient length of hose.

Parts available individually for the assembly include: cover plate assembly with 5 feet of metal hose, 15 foot metal hose assembly, extension pipes, flexible flue tool, flue scraper and wire brush tool. *Code J7N52.*

(See coupon next page)



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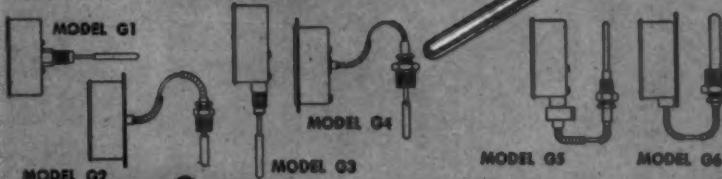
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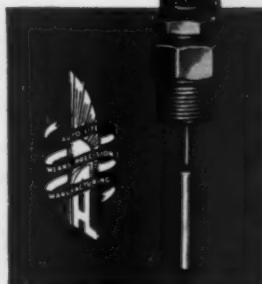


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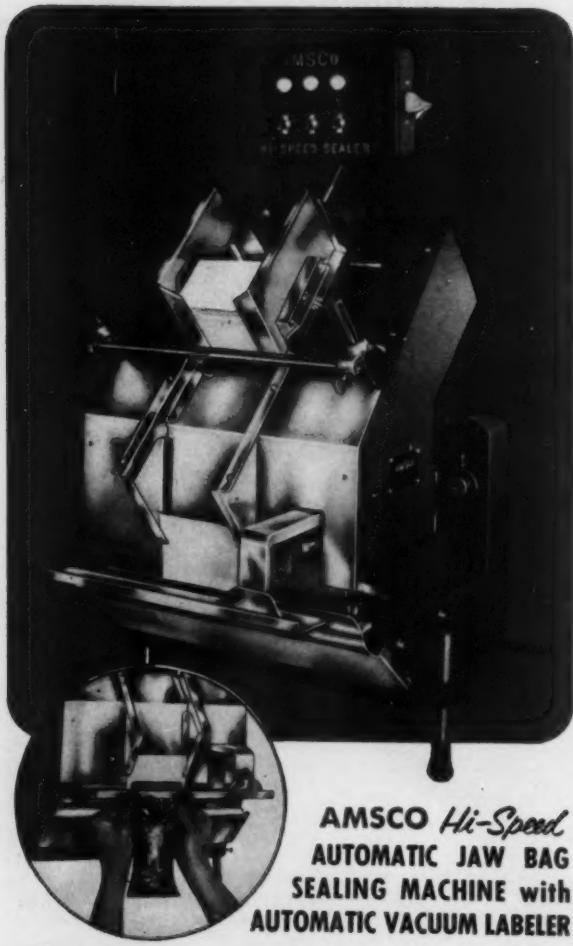
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9-4

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• Minneapolis-Honeywell Brown Instruments Division are describing their Circular Case Electric Control Thermometers in Catalog 6482, which is now available. Additional data will be furnished upon request to Mr. S. D. Ross, Manager, Editorial Section, Wayne and Windrim Ave., Philadelphia 44, Pennsylvania.

• The Hohberger Manufacturing Company of Chicago announces, through John Sheffman, Inc., that they now have available new specially designed chains for all Hohberger Cutters. These chains are self-aligning, thus making all cuts absolutely accurate for the life of the chain.

• American Machine & Foundry Co. has re-located the sales offices of the Bakery Division at 511 Fifth Avenue, New York 17, N. Y. At the same time the Company announces arrangements to act as exclusive agents in the United States and Canada for Rose Brothers (Gainsborough), Ltd., England. The AMF Rose H. S. T. Machine is a high-speed, automatic feed twist wrapper, especially designed for pre-formed candies adaptable to automatic feed. The English-made machine is able to twist wrap at the rate of 360 pieces per minute. Sour balls and other types of round candies can be produced at 400 wrapped pieces per minute. The machine is capable of wrapping a variety of sizes and shapes, according to its manufacturer, and is limited in speed only by the skill of the operator in hand-feeding.

### Moisture Now Under Control

In a recent operation in a central Pennsylvania warehouse, 450,000 pounds of water were squeezed from a building measuring 200 by 600 feet, with a ceiling 17 feet high. Not a flood! Just the amount of water that had to be removed from the air, the building structure, and materials in storage to bring the relative humidity from 60% down to 40%.

Two bulletins that are available describing the problems are titled "The Moisture in the Atmosphere, Its Nature, Behavior and Measurement," and "Vapor Barriers for Dehumidification." Code J7152.

Circle Code Numbers and Mail Coupon for Literature on Any Item or Booklet Discussed in this Section to

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# Production Forum at NCA Convention

Mr. Otto H. Windt, E. J. Brach & Sons, presided at this session where six papers were delivered.

## 1. The Anticipated Cooperation with Foreign Candy Technologists.

Mr. Hans Dresel, Felton Chemical Co., representing the AACT, reported his visit to five European countries, England, Holland, France, Switzerland, and Germany.

English candy firms employ a higher percentage of chemists or trained candy technicians than firms in our country. English and European chocolate firms also manufacture a full line of candies and therefore compete with candy firms to which they sell chocolate. The European chocolate manufacturer does not 'service' his customers to the extent of his American counterpart. The British Food Manufacturing Research Association is deputized to conduct research for the Cocoa, Chocolate and Confectionery Alliance. This work is supported by the government and private firms. Research results are available to the subscribers but not usually published. Cooperation with our candy technology institutions is offered. A few schools teach candy technology and offer degrees.

The Research Department of the Dutch Candy Association is a recent development and has little information available at present. The effect of glycerin on certain diseases is being investigated at a Dutch university.

Candy making in France is an art, not a science. Research is limited. Much analytical work is being done on purity and filth determination for the government.

Candy research in Germany is centered in Munich at the Institute for Food Technology. On the agenda for investigation are studies on sugars, pectins, and chocolate. The German Candy Association has reorganized a school of candy technology. Work there is just starting.

Research in Switzerland is conducted by individual companies for their own use and information is unavailable.

Europe has taken a great interest in the Lehigh Conferences. The confectionery industry has much to gain through cooperative efforts between European and American candy technologists.

## 2. New Developments in Starches and Corn Syrups.

Mr. John M. Krno, Corn Products Refining Co., reviewed the development of the corn products' industry which may be considered in two divisions—starches and sweeteners.

Starches may be classed in two sections, mechanical and cooking. Both of these starches must conform to the food regulations. Moulding starch permits maximum candy production at a minimum cost. Explosibility of starch dust may be controlled by careful supervision and means of eliminating hazards. This is judged to be better than the addition of inert ingredients which automatically reduce mouldability.

The greatest usage of starch is in cooking. Through research, a myriad of products are available. Though physical and chemical tests may be valuable, trial batches offer greater possibilities in judging the properties desired. A new, waxy-maize starch has been tried in nougat and fudge and is of value for its moisture-holding prop-

erties. Gelatinized, cold-water starches are of value in pan work for primary coating.

The corn products industry has produced acid and enzyme converted corn syrups for use in candy. The older, former product is less sweet than the newer, enzyme-converted syrup. However, the acid-converted syrup offers body, needed in many confections. Both syrups are continually being improved for the candy manufacturer. An aim of the corn industry is to make a corn sugar syrup.

## 3. Whipping Agents—Emulsifying Agents—Antioxidants.

Mr. George T. Carlin, Swift & Co., adequately covered this complex subject in the short time allotted.

The theory of emulsions; air in syrup, stability on whipping and the function of the ingredients is not perfectly clear. Proteins and mono- and di-glycerides stabilize air emulsions. The size of the protein molecule is postulated as a reason for its whipping properties. Gelatin and egg white give prolonged stability. Many proteins fail to give stability because of their failure to coagulate upon heating.

Of the natural emulsifying agents, lecithin and the mono- and di-glycerides, the latter products are by far the best. A synthetic emulsifier, polyoxyethyleneglycol-ester, an outgrowth of the detergent industry, has been recommended as a bloom preventative for chocolate. Emulsifiers of this type will bind fat thoroughly in candy.

Concerning antioxidants, the water soluble ones offer little for candy if moisture is present. Of the fat soluble antioxidants, lecithin, tocopherol, BHA, and NDGA show promise. The U.S.D.A. has defined the permissible levels for these materials. Many natural antioxidants are overlooked; for example, ginger, cardamom, cinnamon, and oat flour. Of these, ginger is the best.

## 4. Batch vs. Continuous Processing.

Dr. Earle T. Oakes, E. T. Oakes Corp., presented a thought-provoking study in which he noted that Mother Nature designed man to operate on both systems. Air is mixed with blood in a continuous operation, yet digestion is handled by a batch process.

In candy making as well as in Nature, both systems have a recommended place, depending entirely upon the processing methods. Starting with quality raw materials, both batch and continuous mixing methods have advantages and disadvantages. But in the main the continuous methods seem to have the greatest number of advantages. These include less motor power for operation, less floor space for equipment, less dependency on operative skill.

Marshmallow produced by continuous mixing is of uniformly small cell structure and consequently considerably more stable than coarse-textured marshmallow. Amount of gelatin required is reduced and a much finer grade of marshmallow is produced at a reduction in cost.

Nougat can also be mixed continuously to advantage. And like marshmallow, a more uniform product of higher quality is obtained. Development of the newer continuous mixing process, according to Dr. Oakes, is going on in many other industries, and he predicts that its use will become more and more prevalent, as it provides the essential link to many possibilities in the way of new products, improved quality, and lower costs.

### 5. Protective Packaging.

A digest of Mr. Koch's paper appears elsewhere in this issue.

### 6. Cost Reduction.

Frank A. Buese, Senior Engineer, A. T. Kearney & Company, outlined strategy necessary to keep costs of operation to a minimum. He urged that cost reduction and control should be practiced in all divisions of the business.

Because this paper was limited to the production of candy, Mr. Buese confined his remarks to discussing ways and means of eliminating waste for material, labor, and factory overhead costs. Practices carried on by many successful companies were itemized and distributed to those in attendance.



NCA Directors meet. O'Connor, Scully, Meyers, Hardesty, Wunderle, Reddy, Muzzy, Bonomo, Chapman, Gott, Stempel, Kimbell, Cassidy, Robinson, Adelson, McKinstry, Kretchmer, Douglas, Dickmeyer, Latten, and Shaffer.

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# FUMIGANTS FOR THE CANDY PLANT

by J. L. MAXWELL

*The Dow Chemical Company*

This article is presented to the readers of THE MANUFACTURING CONFECTIONER as a digest of a paper read by Mr. Maxwell at the Lehigh Conference.

ANYONE going into a candy factory, at least into the ones that I've been in, is first impressed by the immaculate cleanliness that prevails. To the casual observer the thought that various places in these buildings may constitute ideal harborages for insects would be inconceivable. Nevertheless it is the case and the candy industry, I believe, recognizes this. You are all familiar with places I have in mind, namely cocoa bean or nut storage rooms, the equipment for handling these commodities, or what is more serious, the candy packages. Insects thrive and multiply in these places and can constitute a serious menace to the very existence of the candy factory as such. The purpose of this paper is to outline one method for the control of these pests.

Naturally good housekeeping, proper use of residual sprays such as Lindane, and a careful selection of raw products to be purchased will go a long way toward preventing infestation, but even under the most meticulous care, outbreaks of infestation occur all too often. These outbreaks may be a result of one or more of a number of conditions. Probably the most common is hidden infestation within the commodities, when they are brought into your plant. Sometimes it is very difficult to detect even comparatively heavy infestation by casual inspection and almost impossible to detect light infestation. Then when they are brought into your plant they may be stored under conditions ideal for the growth and development of insects. Then you have a problem.

Other sources of infestation may be right within your plant in cracks and crevices, between walls, in the floors or in other places that are inaccessible for cleaning or the application of insecticides. Another source of infestation can be invasion from the outside thru unscreened doors or windows. Many common stored-product pests, such as the Indian Meal Moth, the Mediterranean Flour Moth, the Rice Weevil, the Red Flour Beetle or chocolate beetle as it is sometimes called, are good fliers, and somehow or other they seem to know where to fly for a good meal, and once these pests have penetrated into the commodities there is only one way to eradicate them completely. That is fumigation.

There are three commonly used fumigants for this purpose; namely, Hydro Cyanic Acid Gas, Chloropicrin, and Methyl Bromide. This paper will deal exclusively with Methyl Bromide. If any of you are interested in

detailed information on the other two, we suggest you consult the manufacturers.

Methyl Bromide is a colorless, odorless, tasteless gas at ordinary temperature. It boils at approximately 40° F. It is refrigerated to about 250° C. for packing, at which temperature it looks and acts like water but is much heavier. It is packed in one-pound cans or in cylinders ranging in size from 10 to 375 pounds. After it is packed it may be kept at normal temperatures and the Methyl Bromide, having such a low boiling point, builds up pressure within the container. It is only necessary to open the container and it will propel itself out. As we go along you will see the advantage in this property of the gas.

Methyl Bromide is also a toxic gas. Toxic to insects and warm blooded animals. It must be treated with respect. Any of you using it should certainly familiarize yourselves with all the precautions to be followed. These are set forth in detail in a leaflet entitled "Precautions for Methyl Bromide Fumigations".

The use of Methyl Bromide as it applies to the candy industry may be divided into four classifications. They are: (1) box car fumigation; (2) vault fumigation; (3) tarpaulin fumigation; and (4) general or structural fumigation.

## 1. Railroad Car Fumigation

Methyl Bromide is always applied from outside the railroad car by means of a copper or Saran Plastic tube attached to a Jiffy can puncturer or Methyl Bromide cylinder. The tube may be introduced into the car through a hole drilled in the floor near the center of the car or through some other convenient opening. The discharge end of the tube should be attached near the ceiling at the center of the car. In wood cars, this may be accomplished by wiring the tube to the car ceiling. In steel cars, a pole or stick may be propped up to hold the end of the tube near the ceiling. The discharge end of the tube is plugged and a hole drilled through laterally, permitting escape of the Methyl Bromide mist toward the opposite ends of the car.

Seal the car against leakage. The railroad car to be fumigated should be thoroughly checked for leakage points and all such points should be sealed with masking tape, calking compound, or strips of greased paper. A highly effective calking compound may be made from eight parts asbestos, three parts calcium chloride, and

four parts water by weight. Particular attention should be given to the openings under the door tracks at both top and bottom of door. These can be sealed with any one of the above sealing materials. Cloth, paper, or oakum are not recommended as sealing materials.

Apply Methyl Bromide from outside of car. The operator is not required to wear a gas mask, since Methyl Bromide is applied from the outside of the car. One-pound cans of Methyl Bromide are most convenient for railroad car fumigation. These are clamped, one at a time, in the puncturing device fastened to the end of the tube. Care should be taken to puncture the can as close to the bottom as possible avoiding the soldered seam.

Methyl Bromide is normally used at temperatures well above its own boiling point at 40.1° F. Therefore, it leaves the can under its own vapor pressure, eliminating the need for complicate and expensive pressure equipment. A can will empty itself in less than 60 seconds. Methyl Bromide is discharged in the railroad car as a fine mist, resembling steam, changing immediately to vapor.

## 2. Vault Fumigation

Box car fumigation is a good stop-gap measure, but the use of a properly constructed, properly located fumigation chamber is far simpler and more practical and in the long run, more economical. You will note that I said properly constructed. A fumigation chamber must be gas tight. It may be constructed of plywood, cement blocks or any number of building materials but it must be gas tight. Plywood is impervious to the gas and it is only necessary to make sure that the joints are well calked. Provision must be made for circulating the gas

within the chamber, a small fan mounted in one corner of the room is usually sufficient, and for venting the gas at the end of the exposure period. The size of the vent and vent fan will vary with the size of the chamber and can quickly be determined by a good ventilation engineer. The door or doors of your chamber should be gasketed with sponge rubber or other suitable material such as that used on refrigerator doors, and it should be constructed to swing upward rather than laterally as doors that swing laterally have a tendency to sag, causing serious leakage.

The chamber should be located conveniently. Normally, it should open off the loading dock so that it will not be necessary to transport infested materials thru your building before fumigating them.

Once the chamber is constructed, it is a simple matter to apply the gas. It is done in much the same manner as that described for box car fumigation except that the can opener can be a permanent fixture. For large fumigation chambers, it is sometimes just as convenient and more economical to use cylinders of the gas. The Methyl Bromide may be measured from the cylinder either by the use of scales or a specially constructed measuring device.

We have not said very much about the use of vacuum fumigation chambers. Normally, it is not necessary to use vacuum chambers when using Methyl Bromide because it readily penetrates most any commodity under atmospheric conditions. However, if you have a vacuum chamber, it may be readily adapted for Methyl Bromide by simply attaching your opener to the intake pipe and applying the gas directly into the chamber. It is not necessary to run it through an evaporator.

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Incidentally, there is a very fine custom built atmospheric fumigation chamber on the market. It is called the Haertel fumigation chamber and is sold by Docona Associates of Glen Ridge, New Jersey.

### 3. Tarpaulin Fumigation

If you do not have a fumigation chamber and are not prepared to build or purchase one, the next best thing is tarpaulin fumigation. This is a very simple procedure consisting of covering a stack of your bagged commodities with a gas tight cover, weighting the edges to prevent the gas from seeping out, and applying the gas in the same manner as it is applied in chambers or box cars. It is, of course, necessary that the commodity be stacked on a gas tight floor, a good tight wood or concrete floor will do. Or, if convenient, it can be done on the ground. It is also important that the commodity be stacked in such a manner as to allow a circulation dome and that the gas be applied at the highest point. This operation may be carried out safely in any well ventilated area. It is only necessary that the workmen stay out of the immediate area from a half to one hour after the tarpaulin is removed.

There is a very good gas proof plastic film on the market for this purpose. It is a polyethylene film, fabricated by the Visking Corporation of Terre Haute, Indiana. It is reasonable in cost and quite durable if used right. The only disadvantage is that 16 feet is the maximum width in which it can be purchased, but this can easily be remedied by taping two strips together.

The edge of the tarpaulin must be weighted or taped to the floor. Bagged commodities, sand snakes or water

snakes may be used for this purpose. Sand snakes are canvas tubes approximately six inches in diameter and six feet long, filled with sand. They work very well and are easy to handle, but a more recent innovation is the use of waterproofed canvas or plastic tubing filled with water. These have the advantage that they may be emptied when not in use and take up less space in storing. The Visking Corp. manufactures tubing that works very well for this purpose.

### 4. General or Structural Fumigation

We will not dwell very long on this type of fumigation. This is a job for professional fumigators. Normally it should not be necessary to fumigate your entire building if proper preventive measures are carried out. But if conditions in your plant do reach the point where a general fumigation is warranted the wise course is to employ the services of a good industrial fumigator.

This summarizes the use of Methyl Bromide as it applies to the candy industry. There are other fumigants for specific applications such as the liquid fumigants for treating grain or nuts in storage, spot fumigants for treating equipment etc., but we do not have time to discuss these.

Cleanliness is profitable. It pays off in dollars and cents. The measures I have described here should be part of your housekeeping program. They should not be looked upon as annoying expenses, but rather as an investment in good business. I don't think any other food industry has done more than the candy industry in capitalizing on cleanliness. I hope these remarks will help you to continue to lead the field.



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The MANUFACTURING CONFECTIONER'S

# Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

## Gums, Jellies and Bars

Code 7A52

Assorted Gum Drops

1 lb. 23c

(Purchased in a railroad station, Chicago, Ill.)

**Appearance of package:** Fair.

**Container:** Cellulose bag printed on top and bottom in white, and blue checks. Paper clip on top printed in blue and yellow.

**Gum Drops:**

**Colors:** Good.

**Sanding:** Good.

**Texture:** Good.

**Flavors:** Good for this priced gum drops.

**Remarks:** A well made gum drop. Cheaply priced at 23c the pound.

Code 7B52

Marshmallow Peanuts

14 ozs. 33c

**Appearance of package:** Fair.

**Container:** Plain cellulose bag, paper clip on top printed in red, yellow and blue.

**Peanuts:**

**Color:** Good.

**Moulding:** Good.

**Texture:** Good.

**Taste:** Good.

**Remarks:** One of the best marshmallow peanuts we have examined this year.

Code 7C52

Wrapped Nougats

1 lb. 49c

(Purchased in a railroad station, Chicago, Ill.)

**Appearance of package:** Fair.

**Container:** Plain cellulose bag. Nougats are wrapped in printed cellulose. Nougats contained small pieces of colored gums.

Nougats:

**Color:** Good.

**Texture:** Good.

**Taste:** Good.

**Remarks:** Suggest a printed cellulose bag to improve the appearance of the package. No doubt there was a paper clip on top of the bag with the name, and address and ingredients printed on same. The sample we received did not have a clip on it. Suggest conditions be checked as name, address and ingredients slip should be fastened on the container so that it will not come off until the bag is opened.

Code 7D52

Orange Slices

1 lb. 23c

(Purchased in a railroad station, Chicago, Ill.)

**Appearance of Package:** Fair.

**Container:** Cellulose bag, bottom printed in blue, orange and white. Paper clip on top printed in blue and white.

**Slices:**

**Colors:** Good.

**Moulding:** Good.

**Sanding:** Good.

**Texture:** Good.

**Flavor:** Good.

## Candy Clinic Schedule

### For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—Bar Goods; 5c Numbers

OCTOBER—Salted Nuts; 10c-15c-25c Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages

**Remarks:** The best orange slice at this price we have examined this year. Suggest a small amount of printing in center of bag to improve appearance. Cheaply priced at 23c.

**Code 7E52**  
**Jelly Tarts**  
**3 ozs. 23c**

(Purchased in a railroad station, Chicago, Ill.)

**Appearance of package:** Good.

**Container:** Cellulose bag printed in red. 8 large marshmallows with jelly centers.

**Marshmallow:** Good.

**Jellies:**

Color: Good.

Texture: Good.

Flavors: Good for this priced candy.

**Remarks:** A neat and attractive package of marshmallows. It is different from the general run and should be a good seller. Slightly high priced at 23c for 3 ozs.

**Code 7F52**  
**Marshmallow Baseball**  
**Assortments**  
**6 ozs. 23c**

(Purchased in a railroad station, Chicago, Ill.)

**Appearance of package:** Good.

**Container:** Cellulose bag printed in red, white and blue. Marshmallows are in the shapes of gloves, hats, and balls.

**Marshmallows:**

Color: Good.

Moulding: Good.

Texture: Good.

Taste: Good.

**Remarks:** A novel idea for marshmallows. Should be a good seller.

**Code 7G52**  
**Assorted Jellies**  
**1 1/2 ozs. 5c**

(Purchased in a railroad station, Chicago, Ill.)

**Appearance of package:** Good.

**Container:** 5 pieces of jelly candy in a white board boat. Cellulose wrapper printed in blue and white.

**Jellies:**

Color: Good.

Sanding: Good.

Texture: See remarks.

Flavors: Good.

**Remarks:** The name "Jellies" is misleading as the pieces are starch gums and are of very tough texture.

**Candy Problems Solved!**

**ALFRED E. LEIGHTON**

Consulting food chemist & candy technologist  
5827 Tyrrell Ave., Riverdale,  
New York 71, N. Y., U.S.A.  
Operation Criticism & Appraisal.  
National & International Assignments  
Undertaken.  
Correspondence invited.

CONSULTATION LAYOUTS ADVICE.

**Code 7H52**  
**Chocolate Turkish Taffy**  
**1 1/2 ozs. 5c**

(Purchased in a cigar store,  
Boston, Mass.)

**Appearance of bar:** Good.

**Size:** Good.

**Wrapper:** Wax paper printed in brown, blue and white.

**Bar:**

Color: Good.

Texture: Good.

Taste: Good.

**Remarks:** One of the best bars of this type we have examined this year.

**Code 7I52**  
**Milk Chocolate Coated**  
**Caramel Peanut Bar**  
**1 5/16 ozs. 5c**

(Purchased in a drug store,  
Boston, Mass.)

**Appearance of bar:** Good.

**Size:** Good.

**Wrapper:** Glassine paper printed in gold, yellow and brown.

**Bar:**

Coating: Good.

Center:

Color: Good.

Texture: Good.

Taste: Good.

**Remarks:** The best bar of this type we have examined this year.

**Code 7J52**  
**Chocolate Coated Walnut**  
**Nougat Bar**  
**1 1/16 ozs. 5c**

(Purchased in a drug store,  
Boston, Mass.)

**Appearance of bar:** Good.

**Size:** Good.

**Wrapper:** Glassine paper printed in blue and silver.

**Bar:**

Coating: Dark. Good.

Center:

Color: Good.

Texture: Good.

Taste: Good.

**Remarks:** The best bar of this type we have examined this year. Well made and good eating.

**CODE DATERS**  
**NAME MARKERS**  
**PRICERS**

**Gummed Tape Printers**  
**For The Candy Industry**

**Write for information**

**KIWI CODERS CORP.**

3804-06 N. Clark St., Chicago 13, Ill.

**LOWER COST**  
**AND**  
**SMOOTHER BOTTOMS**  
**ON YOUR PIECES**  
**ARE THE REASONS**  
**FOR THE WIDE USE**  
**OF**  
**"AGATE"**  
**DIPPING PAPER**

**USE IT OVER**  
**AND OVER**  
**AND OVER**  
**UP TO 10 TIMES**  
**AND MORE**

**STRONG BACK—**  
**SMOOTH, HARD**  
**SURFACE**

**SAMPLES FREE**  
**STATE SIZE**

**Matthias**  
**PAPER CORP.**  
**165 W. BERKS STREET**  
**PHILADELPHIA 22, PA.**

**FANCY PAPERS FOR**  
**WRAPPING AND**  
**LINING BOXES**  
**CHOCOLATE LAYER**  
**BOARD**

**PRIVATE DESIGNS**  
**MADE TO ORDER**

*Sample books on request*

# National Advertising

The following National Advertising listings have been compiled and arranged as an informative service to the confectionery industry.

Information on magazine advertising expenditures is printed by The MANUFACTURING CONFECTIONER with the special permission of Publishers Information Bureau.

The radio advertising table is compiled and arranged by the staff of The MANUFACTURING CONFECTIONER from network and private sources.

These listings have been a regular feature of The MANUFACTURING CONFECTIONER publications since May, 1951.

## Magazines

APRIL

Advertiser	Magazines	April Expenditure	Total 1952	Total 1951
Fred W. Amend Co.	Last advertised in January, 1951	\$	\$	\$ 1,195
Barracini Candy Co.	Last advertised in April, 1951			3,170
Beech-Nut Packing Co. (Beech Nut Gum)	Better Living—2,900; Everywoman's Magazine—2,300; Life—28,900; Woman's Day—7,120	Total	41,220	86,020 112,555
Blumenthal Bros.	American Girl		117	1,367 2,605
Blum's Confectionery	New Yorker Magazine		328	1,394 3,406
E. J. Brack & Sons	Last advertised in Nov., 1951			124,897
Brown & Haley Candy Co. (Almond Roca)	Saturday Evening Post		3,775	3,775 21,750
Candy Pack, Inc. (Swedish Mints)	Last advertised in August, 1951			192
Cobbs Fruit & Preserving Co. (Honeysuckle Candy)	New York Times Magazine		2,338	2,338 .....
The Cracker Jack Co. (Campfire & Angelus Marshmallows)	See June, 1952, issue			21,000 57,689
Cresca Co. Inc. (Lindt Candy)	Cue—165; New Yorker—2,619; New York Times Magazine—388; Sunset—385	Total	3,557	4,144 7,575
Cresca Co. Inc. (Pascall Candy)	New Yorker		492	3,547 3,981
Crosse & Blackwell, Inc. (Keiller's Candy)	New Yorker		788	1,182 8,417
Curtis Candy Co.	Better Living—5,475; Boy's Life—3,400; Everywoman's Magazine—5,475	Total	14,350	43,950 113,308
DeMet's, Inc. (Turtles)	See March, 1952, issue			25,980
Flavour Candy Co.	See January, 1952, issue			455
Frank H. Fleer Corp. (Fleer's Bubble Gum)	Collier's—2,286; Life—5,440; Look—2,990; Saturday Evening Post	Total	14,556	54,821 72,720
John O. Gilbert Chocolate Co.	Gourmet—660; Holiday—1,250	Total	1,910	2,570 4,840
H. Hamstra & Co. (Droste Chocolates)	Gourmet—185; New Yorker—538	Total	723	1,301 2,411
Henry Heide, Inc.	Life—2,720; Look—1,495	Total	4,215	19,520 57,300
The Kroger Co.	See January, 1952, issue			2,460
Liberty Orchards Co. (Aplets, Cotlets)	See February, 1952, issue			499
Life Saver Corp.	Life		28,900	232,710 465,565
Mars, Inc.	Collier's—7,100; Look—10,160	Total	17,260	69,040 178,330
National Dairy Products Corp. (Kraft Caramels)	Last advertisement in June, 1951			61,300
New England Confectionery Co. (Necco Candies)	Collier's—12,875; Look—15,290	Total	28,165	37,000 155,980
Pangburn Co.	Esquire—650; Holiday—640	Total	1,290	9,480 6,420
Peter Paul, Inc. (Mounds & Almond Joy Bars)	Puck		16,750	46,402 272,217
Planters Nut & Chocolate Co.	McCall's Magazine—8,470; Scholastic Magazines—2,115		10,585	52,460 170,398
Thomas D. Richardson Co.	See February, 1952, issue			67,130
Rockwood & Co. (Rockwood Wafers)	See May, 1952, issue			19,585 119,685
Safeway Stores, Inc. (Roxbury Candy)	Family Circle Magazine		5,800	5,800 11,700
Frank G. Shattuck (Schraff's Chocolates)	Saturday Evening Post		11,735	32,905 77,330

<b>Sophie Mae Candy Corp.</b>				
Everywoman's Magazine—501; Family Circle Magazine—1,740; Good Housekeeping—1,458; Life—1,512; Saturday Evening Post—1,678; Woman's Day—1,870	<b>Total</b>	8,759	24,261	23,729
<b>Russell Stover Candies</b>				
See March, 1952, issue				9,625
<b>Sweet Candy Co.</b>				
Last advertised in March, 1951				700
<b>Sweets Co. of America, Inc. (Tootsie Rolls)</b>				
See May, 1952, issue			1,046	43,659
<b>Switzer's Licorice Co.</b>				
Ladies' Home Journal—1,187; Saturday Evening Post	<b>Total</b>	2,492	10,251	47,150
<b>Vernell's Fine Candies, Inc.</b>				
Collier's—624; Life—2,016	<b>Total</b>	2,640	11,420	2,485
<b>James O. Welch Co. (Coconut bar &amp; Mint Patties)</b>				
Good Housekeeping—851; Life—12,800	<b>Total</b>	13,651	76,959	164,934
<b>Stephen F. Whitman &amp; Sons, Inc.</b>				
Cosmopolitan		7,600	109,740	398,230
<b>Wilbur-Schardt Chocolate Co., Inc.</b>				
See March, 1952, issue				44,400
<b>R. C. Williams &amp; Co., Inc. (Tobler Candy)</b>				
See May, 1952, issue			3,500	5,753
<b>William Wrigley, Jr., Co.</b>				
Better Living—3,860; Everywoman's Magazine—3,450; Family Circle Magazine—8,328; Parent's Magazine—3,850; Today's Woman—2,200; Woman's Day—8,476	<b>Total</b>	30,164	116,080	295,020
<b>Zion Industries, Inc.</b>				
Last advertised in March, 1951				105
Total Magazine Advertising Expenditure		\$274,160	\$1,075,298	\$3,249,250

## Radio and Television

MAY

Sponsor	Network	No. of Stations	Time
Fred W. Amend Co.	ABCTV	5	5 30-min. shows
American Chicle Co.	ABC	254	5 30-min. shows
		244	4 30-min. shows
		272	4 15-min. shows
	Mutual	523	4 5-min. shows
	NBC	183	5 10-min. shows
		182	5 10-min. shows
		186	5 10-min. shows
Gold Medal Candy Co.	NBC-TV	WNBT (Local)	4 15-min. shows
Kraft Candy Co.	Mutual	534	13 15-min. shows*
		527	4 15-min. shows
M. & M., Ltd.	CBS-TV	36	4 30-min. shows
Mars, Inc.	ABCTV	50	4 30-min. shows
	CBS	153	4 30-min. shows
Peter Paul, Inc.	NBC-TV	42	8 15-min. shows
	CBS	14	13 10-min. newscasts
Sweets Co. of America	ABCTV	26	4 15-min. shows
Williamson Candy Co.	Mutual	526	2 30-min. shows
William Wrigley, Jr., Co.	CBS	179	5 30-min. shows
		186	4 30-min. shows
	CBS-TV	11	4 30-min. shows

\*Program is co-sponsored

## SUMMER IS A GOOD CANDY SEASON

MANY years ago candy manufacturers and salesmen took it for granted that they would lose money in summer.

Not so today. Evidently we have a different breed of salesmen now than we did then. Retailers, wholesalers and salesmen have learned that with just a little more effort, candy sales can be kept at a fairly high level through the summer months.

The so-called summer slump is only in the minds of certain salesmen.

During the summer months humanity is more active, men work in their gardens, play golf or go places. Most men, women and children burn up more energy during the summer

months than during the winter, and they find there is no better way to rebuild that energy than with good candy. Golfers know that candy bar wrappers are littered over the golf courses, proving that men who are in the open crave candy as a stimulator. The letdown in candy sales, wherever there is one, is in the minds of either the retailer or the salesman.

By keeping candies well displayed, sales can be kept at a high level.

Then, too, the fact that most stores are now air-conditioned contributes largely to the fact that candy sales are maintained at a high level.

If people stop buying candies in certain stores, it is due to the fact

that the stores have stopped SELLING candy.

Remember candy is just as profitable in the summer as it is in the winter.

Now is the time of the year to boost candy, to give it good display, plus good merchandising ideas to inspire retailers with the profit value of candy, to talk turnover value of candy. It is this type of selling that has wiped out the so-called summer slump, and put the candy business on a profitable basis all during the summer months.

W. C. Dickmeyer  
Common Sense in Candy Selling

# Distribution • Sales • Advertising

- Leaf Brands, Inc., Chicago, is capitalizing on the tremendous kid interest in baseball by introducing Baseball Bat Bubble Gum. Each piece is in the shape of a baseball bat in assorted colors, and retails for one cent each. The small fry will be further intrigued with the display package featuring the great American sport of baseball.



- Wm. Wrigley Jr. Company has been awarded top honors in the Confections Classification in the 20th National Competition and Exhibit of Outdoor Advertising Art sponsored by The Art Directors Club of Chicago.

The Wrigley company was the winner of both first and third place awards in the 1951 showing. For the past two years the company consistently was given second place. Curtis Candy Company placed first in the 1949 competition.

- Confectionery Sales for April of this year were 8 per cent above last year's level, according to preliminary figures issued by the Bureau of the Census, Department of Commerce. A selected group of large manufacturers indicated that poundage sales were up 7 per cent, whereas dollar value of sales had increased 8 per cent.

- Mason, Au & Magenheimer Confectioner Manufacturing Co., Inc., has appointed John T. Hauck & Co., Baltimore food brokers, to represent them in the Baltimore, Washington and Delaware areas. The accounts to be covered do not include candy and tobacco wholesalers or vending machine and theatre operations.

- Schutter Candy Division of Universal Match Corporation brightened their exhibit at the recent NATD Convention with beauteous gals tagged as Miss OLD NICK, Miss BIT-O-HONEY and Miss UNIVERSAL MATCH.

- Paul F. Beich Co., Sweets Company of America, Inc. and Wilbur-Suchard Chocolate Co. have been awarded candy bids by the Quartermaster. The respective orders for the three companies are: 275,400 1 1/8 oz. Caramel Nougat Bars; 183,600 1 1/8 oz. Chocolate Caramel Rolls; and 918,000 1 oz. Chocolate Sweet Enriched Bars.

- Peter Paul, Inc., has begun national distribution of its new line of caramels. The new caramels are softer and easier to eat, and are being packaged in boat-type packages in brilliant colors, with double cellophane wrapping. The famous Walnettos now appear in a red and white package, the Choclettes in maroon and white, and the Coconettos box is blue and white.

- Edward Baum Co., candy distributor of Lynn, Massachusetts, is practicing his own merchandising idea, and is selling space on wrappers of Charm candies to local advertisers. Charms Co. packages the candies and the distributor supplies the printed labels. A brand-new idea in advertising but still too soon to foretell results.

- Scudder Syrup Co., Chicago, has announced the appointment of Mr. William S. Gipson as General Sales Manager of both the Syrup and Candy Divisions.

- T. A. James Specialty Corp., Chestnut Street, Philadelphia, has been named as representatives of the Sweets Company of America, Inc., in the Philadelphia metropolitan area.

- Leader Novelty Candy Co., Inc. of Brooklyn, New York, has introduced a novelty package that ought to have great appeal for youngsters interested in space ships and travel. Captain Space Surprise and Candy Chews is being launched in eastern states with a concentrated TV campaign. Special display material is available to retailers and jobbers.



- **Switzer's Licorice Co.** is currently advertising and is displaying its Old Fashioned Licorice on the basis of its low caloric content. Switzer's is packaged for vending machines, and is available in four units: five-cent bars, ten-cent bars, bite-size in bags, and six-bar take-home packages.
- **Spangler Candy Company** has a new "free goods deal" promotional item. Each 4 oz. cellophane bag of banana flavored Circus Marshmallow Peanuts is stapled to a comic book.
- **Bradley Smith Candy Company** of New Haven, gives full credit to TV for upping lollipop sales in recent months. Seems the adults are fast catching up with the kiddies in their consumption.
- **Sydney Z. Hoffman & Son** is now a partnership of Sydney Hoffman, Jr. and Gene Vogler. Mr. Vogler will bring to the firm, for Metropolitan Chicago only, the Schutter Candy Company line, and will sell Hoffmann customers the Walter Baker Chocolate and Cocoa, National Licorice, Schuler and Swizzles lines.
- **Jack Green**, formerly sales manager of Huyler's, is now sales manager of C. S. Allen Co., well-known toffee manufacturer.
- **Henry L. Webster** has been elected secretary of the Wrigley company, following the resignation of W. H. Stanley, who will continue as a director.
- **Mason Au and Magenheimer Confectionery Co.** will soon be packaging their specialties in new chocolate-colored glassine lined boxes, thanks to the Industrial Packaging Co., who are producing a line of eight new folding paper boxes for the candy company. The grease-proof lining, laminated to white coated paper board is "to prevent cocoa butter from penetrating the board and staining the inside of the box; to enhance the appearance of the package and its contents; and to provide a cleaner, richer look."
- **Wm. Wrigley, Jr. Company**, Chicago, has purchased 36 half-hour summer broadcasts of six CBS radio package programs, extending from June 3 through August 25. Programs include "The Line-Up," "Meet Millie," "Romance," "Yours Truly, Johnny Dollar," "Mr. Chameleon," "Broadway's My Beat."
- **Richard R. Rule** has been named Pittsburgh divisional manager for Whitman's Chocolates.
- "Jobber of the Month" is the title given to Berkowitz Bros. of Newark, New Jersey, in the March issue of "Mason Mint," newsy industry house organ published by Mason, Au & Magenheimer Con. Mfg. Co., Inc. The Berkowitz Bros. have been doing business with Mason since 1905. No wonder they've been honored!

**KIDS and KANDY**

*Just ANY Flavor  
Won't Do...*

**TRUTASTE FLAVORS**

**... BRING 'EM BACK FOR MORE!**

**NEUMANN · BUSLEE & WOLFE, Inc.**

Telephone: RODney 3-1130

5800 NORTHWEST HWY. CHICAGO 31, ILLINOIS

### Just Chewing Helps

Youngsters at Children's Village, Dobbs Ferry, New York, have been the subjects of some scientific study on the effects of tooth "exercise" in reducing decay.

In the experiments 102 boys daily received six-inch sections of sugar cane, a tough and fibrous plant, which they chewed under supervision. At the end of the 18-month test period, they had developed only half as many new cavities in their teeth as schoolmates who had done no additional chewing.

The studies in chewing habits were

prompted by Dr. H. H. Neumann, Department of Dental Research at Columbia University. In his research Dr. Neumann had observed that in several widely separated parts of the world diets which required vigorous chewing were often associated with a relatively low rate of tooth decay.

The experiment at Dobbs Ferry is the first of its kind carried on with human beings through the direct study of a controlled group. The conclusions drawn were that of at least a part of modern tooth troubles result from too little exercise of the jaws.

### AACT Meets and Elects Officers



Justin J. Alikonis

## IT'S THE LEVULOSE IN NULOMOLINE®

... that retards drying of fudge, marshmallow, cast and rolled creams, Easter eggs, jellies, coconut work, and grained nougat—

... that checks graining of caramels, taffy kisses, chewing nougat, and other chewing candies.

### CANDIES FOR QUARTERMASTER'S SPECIFICATIONS . . .

Replace part of the granulated sugar with NULOMOLINE (standardized invert sugar), with the understanding that the term "sugar" in the specifications includes invert sugar of the grade customarily used in good commercial practice.

### BALANCE YOUR FORMULAS with NULOMOLINE

#### FOR DOMESTIC AND OVERSEAS CANDIES

... its high levulose content will protect and preserve your candies . . . they will look well, "eat" well, and keep well . . . during storage, shipment, and until sold and consumed.



USE NULOMOLINE, THE PIONEER STANDARDIZED INVERT SUGAR . . .  
used by candy makers for over 30 years!

Avoid transportation delays—  
order your supplies now!

### THE NULOMOLINE DIVISION

AMERICAN MOLASSES COMPANY

Manufacturers of Nulomoline (Standardized Invert Sugar) and Syrups

120 WALL STREET, NEW YORK 5, N. Y.

330 East N. Water St., Chicago 11, Ill. 751 Terminal St., Los Angeles 21, Calif.

NULOMOLINE, LIMITED, 1410 Stanley St., Montreal 2, Canada

The American Association of Candy Technologists held its annual meeting in Chicago, June 3. Justin J. Alikonis, Chief Chemist of Paul F. Beich Company, was elected president, to succeed G. Lloyd Latten of Schutter Candy Company, Chicago.

Norman Kempf, Walter Baker Chocolate & Cocoa Division, General Foods Corp., was elected first vice president; Vincent R. Ciccone, Charms Co., Bloomfield, New Jersey, was elected second vice president.

Edward Meeker, American Sugar Refining Co., New York, was elected secretary-treasurer; and Hans Dresel, Felton Chemical Co., Brooklyn, was elected assistant secretary.

Plans for the coming year's program were formulated, and the presentation of the Stroud Jordan award was made to James P. Booker, of Ross & Rowe, Inc., before the meeting was adjourned.

RIBBONS  
for your Candies

Satin • Moire • Taffeta  
Gros-Grain • Rib-o-nit  
Rayon and Chiffon

R. E. TAFT CO.  
111 NORTH CANAL STREET  
CHICAGO 6, ILLINOIS

# News of Associations

New NCWA Board of Directors Meet  
Following Election at Chicago Convention



Sitting, left to right: Harvey Thiele, Harvey Thiele & Co., Santa Fe, New Mexico; Gene Green, Clemens & Green, Paola, Kansas; J. P. Fritz, Newport, Minnesota; Ralph A. Schewe, Merrill Candy Co., Merrill, Wisconsin; Peter Kramer, Jr. (new NCWA president), Peter Kramer & Son, Inc., Somerville, Massachusetts; J. V. Balocca, Paola, Kansas; C. M. McMillan, Washington, D. C.; E. J. McCoy, J. B. McCoy & Son, Canton, Ohio; Robert K. Smith, Wesley A. Smith & Son, Blue Island, Illinois; Anthony Nastri, Nastri Brothers, Inc., Waterbury, Connecticut.

Standing, left to right: A. F. Paetel, Bur-Bee Co., Walla Walla, Washington; John Casani, Philadelphia, Pennsylvania; Morton Singer, Singer Bros., Inc., Jersey City, New Jersey; John F. Poetker, Jr., J. F. Poetker & Son, Cincinnati, Ohio; Elmer Kreher, Kreher & Shoemaker, Inc., Buffalo, New York; E. J. Jensen, Jensen's Wholesale Supply Co., Logan, Utah; Sidney Grossman, Linker Cigar Co., Louisville, Kentucky; Colquitt Fitzgerald, Del-Tex Nut Co., San Angelo, Texas; Frank O. Norman, Norman Confection Services, Stockton, California; Clyde A. Short, Clyde A. Short Co., Shelby, North Carolina; M. J. Herrick, Sweetheart Associated Companies, Bismarck, North Dakota; W. T. Stuart, Stuart & Betts, Richmond, Virginia; C. B. Poole, C. B. Poole, Inc., Gaffney, South Carolina; B. W. Biedenharn, Ouachita Candy Co., Monroe, Louisiana; Robert Bell, Belden Hill Cigar Co., Cedar Rapids, Iowa.

- Empire State Candy Club members and friends enjoyed the annual dinner dance at the Hotel Syracuse in Syracuse, New York, on May 24.

- National Confectionery Salesmen's Association held their annual convention in Asbury Park, New Jersey, June 23-25. A unique feature of this year's meeting was the National Candy Queen Contest, when a beautiful Queen of Candyland was selected from several contestants.

*Finest Chocolate Coatings*

Distinctively rich, smooth  
Chocolate Coatings for the most  
discriminating tastes.

**Ambrosia** SINCE 1894

AMBROSIA CHOCOLATE COMPANY • MILWAUKEE 3, WISCONSIN

**GAIR**  
**SHIPPING**  
**CONTAINERS**

Eliminate Many  
Hazards of Shipping

Gair Corrugated Containers are so scientifically constructed that they offer the utmost PROTECTION against the many hazards of shipping...truly amazing how they withstand tremendous knocking about and rough usage.

Without obligation Robert Gair offers a helping hand in solving shipping container problems.

WRITE TODAY  
for technical information.

**ROBERT GAIR COMPANY, INC.**  
155 EAST 44TH STREET, NEW YORK • TORONTO  
PAPERBOARD • FOLDING CARTONS • SHIPPING CONTAINERS

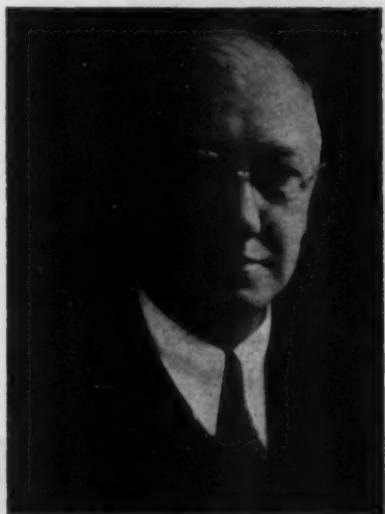


### Stroud Jordan Award to Booker

The second Stroud Jordan Award was presented to James P. Booker, Ross & Rowe, Inc., by the American

Association of Candy Technologists at its annual meeting held June 3, at the Conrad Hilton Hotel in Chicago.

James A. King, Nulomoline Division of the American Molasses Co., who was the first winner of the award last year, described Mr. Booker as a man with a fine spirit of



Mr. Booker

cooperation in the field of candy technology.

The presentation of the award was made by Philip P. Gott, president of NCA. Mr. Gott cited Mr. Booker for his accomplishments in the field, and commended the AACT for its important work toward raising the standards of confectionery products.

### New Officers Elected by ARC

The newly elected officers of the Associated Retail Confectioners for 1952-1953 are: President: John A. Mavrakos, Mavrakos Candy Company, St. Louis, Missouri; First Vice President: Joseph B. Oliver, Oliver's Candy Shoppe, Batavia, New York; Second Vice President: Laurance A. See, See's Candy Shops, Inc., Los Angeles.

At the same time four new members were named to the Executive Committee:

Ruth Meinsen, Fred Wolferman, Inc., Kansas City, Missouri; Howard Vair, Vair-E-Best Candies, Detroit; C. R. Moore, The Maud Muller Candy Company, Dayton; and George R. Frederick, Loft Candy Corporation, New York.

The 32nd Annual Convention at the Drake Hotel, Chicago, was reported to be a huge success. Attendance was registered during the three days from New England to California and from Minnesota to Alabama.

It was voted to hold next year's convention in New York, the week of June 14.

• Southern Wholesale Confectioners' Association's Know-How-Pow-Wow (29th Annual Convention and Candy Show) opened as a three-day session on June 19, in the Civic Auditorium of Asheville, North Carolina.

The Southerners report a fine, informative time was had by all. The Candy Show and the three business sessions and panels brought a lot of progressive thinking and "Know-How" to the group.

New officers elected for the coming year include: W. H. Striplin, Birmingham, president; I. T. Brewer, Roanoke, first vice president; Harold T. McGlynn, Montgomery, second vice president; Alice Jones Erickson, Atlanta, executive secretary-treasurer; and S. M. Bradley, Nashville, chairman.

The loss of Jim Turner, of Turner-Taylor Co., Tampa, Florida, long-time active member of the Southern Association, who died early in June, was mourned by his many friends.

## Conventions -- Meetings

July 5-19—The Food Fair, London, England.

August 12-14—Western Packaging and Materials Handling Exposition, Shrine Convention Hall, Los Angeles, California.

September 11-14—Packaging Machinery Manufacturers Institute, annual meeting, Homestead, Hot Springs, Va.

September 14-17—National Automatic Merchandising Association, annual convention, Palmer House, Chicago, Illinois.

September 14-18—Theatre Owners of America, Shoreham Hotel, Washington, D. C.

September 18-20—International Ass'n of Milk and Food Sanitarians, Inc., Nicolett Hotel, Minneapolis, Minnesota.

October 5-9—Advertising Specialty National Ass'n annual convention and specialty fair, Palmer House, Chicago, Illinois.

October 14-16—Industrial Packaging and Handling Seventh Annual Exposition, Coliseum, Chicago.

October 18—Sweetest Day

October 28—Association of Consulting Chemists and Chemical Engineers, Inc., annual symposium, Hotel Belmont Plaza, New York City.

December 27-29—American Marketing Ass'n conference, Palmer House, Chicago, Illinois.

### 1953

June 14-18—National Confectioners' Ass'n, Waldorf-Astoria Hotel, New York.

June 14—Associated Retail Confectioners, 33rd annual convention, New York.

June 17-19—Southern Wholesale Confectioners Ass'n, New Orleans, Louisiana.

August 2—National Candy Wholesalers Association, Conrad Hilton Hotel, Chicago.

# Supply Field News

• **A. E. Staley Manufacturing Company** has established branch sales offices in Chicago, St. Louis, and Kansas City, Missouri, according to an announcement made by L. S. Roehm, Corn Division Manager of the Company. The establishment of these offices completes the Company's program for regional offices throughout the nation. Other offices are located in Boston, New York, Cleveland, Philadelphia, Atlanta and San Francisco.

Natt K. Hammer and R. T. Murray will be in the Chicago Office, as manager and assistant manager respectively. C. C. "Doc" Hollis will continue in the consolidated branch office in the capacity of sales consultant and for special services.

• **Dodge & Olcott, Inc.**, announced a change of address for its Boston Sales Office, effective June 1st. Located in Room 428-B, Park Square Building, telephone HAncock 6-2990. Edward J. Wyluda is Branch Manager, succeeding Frank J. McCarthy, who died recently.

• **Wilbur-Suchard Chocolate Company, Inc.**, Lititz, Pennsylvania has appointed Fred Baehr as Bulk Sales Broker in the Philadelphia Area, according to a recent announcement made by Charles Grube, Director of Bulk Sales. At the same time, it was announced that William J. Kirch will be associated with Mr. Baehr at the office of the Fred Baehr Company, 2099 North 63rd Street, Philadelphia 31, Pennsylvania.



Mr. Baehr



Mr. Kirch

• **Industrial Products Department** is a new food product group recently formed by the Borden Food Products Company, a division of the Borden Company. Daniel W. Murchison has been named products manager of the new department. They will handle Borden products generally sold to manufacturers as ingredients. These include nonfat dry milk solids, whole milk powder, condensed milk, cream powder, malted milk, mince meat, powdered fruit juices and instant chocolate mix.



## the "12" line

### IMITATION CONCENTRATED CANDY FLAVORS

Thirty-two wholesome flavors... from Apple through Walnut... a solid line of good taste and aroma. Choose and use with confidence... Strawberry • Peach • Tutti Fruitti • Walnut • Grape • Raspberry • Cherry and other flavorful favorites

...and when it comes to Chocolate flavoring,

try

PURE VANILLA

CONCENTRATE 10X

• PLANIFOLINE 10X

• PROTOVAN F

• CHOCOLATONE

all created to improve, enhance and sell your finished chocolate products

\*Artificial flavor



**Florasynth**

LABORATORIES, INC.

CHICAGO 8 • NEW YORK 61 • LOS ANGELES 21

DALLAS 1 • DETROIT 2 • MEMPHIS 1 • NEW ORLEANS 13

ST. LOUIS 2 • SAN BERNARDINO • SAN FRANCISCO 7

Florasynth Labs. (Canada) Ltd. - Montreal • Toronto • Vancouver • Winnipeg

Florasynth Laboratories de Mexico S. A. - Mexico City

## Dr. Henry B. Hass Heads Sugar Groups

Dr. Henry B. Hass, a nationally-known organic chemist, was elected President of Sugar Research Foundation,



Dr. Hass

Inc., and Sugar Information, Inc., at meetings of the Boards of Directors held June 3. Until recently Dr. Hass was Director of Research for General Aniline and Film Corporation.

In the field of organic chemistry, Dr. Hass' nitration studies made nitromethane commercially available and sparked the

discovery of the modern method of making higher sugars from lower ones. His studies of chlorination, nitration, fluorination and general organic synthesis resulted in his receiving honorary degrees from Ohio Wesleyan University and the University of Chattanooga, and being made a Fellow of the International Congress of Anaesthetists, the Royal Society of Arts (London), and of the American Institute of Chemists. He is past Chairman of the New York Chapter of the A.I.C.

*If you manufacture  
gum candies—*

**Use these 3 Penick & Ford Products:**

### 1. Penford Corn Syrup

Prevents sugaring, improves color and flavor, retains moisture.

### 2. Douglas Confectioners Thin Boiling Starch

Assures firm but tender gel texture, better clarity, longer shelf life.

### 3. Douglas Confectioners Special Moulding Starch

Prints clean, fast moisture absorption, readily reconditions.

*Made By*

**PENICK & FORD**

420 Lexington Avenue, New York 17, N. Y.

Factory, Cedar Rapids, Iowa



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• **Automatic Canteen Company of America, Inc.** was denied its petition for rehearing of the case in which the Seventh Circuit (Chicago) Court had affirmed a Commission order prohibiting exclusive-dealing contracts in the lease of automatic vending machines and the receipt of illegal discriminatory prices on purchases of confections dispensed by the machines. On March 11, this year, the Seventh Circuit granted Automatic's motion for stay of mandate pending application for writ of certiorari in the Supreme Court.

• **Shellmar Products Corporation** of Mount Vernon, Ohio, has assumed ownership of 99% of the Standard Printing Company of Columbus, Georgia, in a transaction calling for share-for-share exchange of common stock. The plant will continue under its present management as a Shellmar subsidiary, and will provide a wider and more diversified line of packaging materials to users than formerly.

• **Polak's Frutal Works, Inc.**, Middletown, New York, announces with deep regret the passing on May 18, of Dr. Eugene Friedman, who was associated with that company for more than 25 years. Before his retirement last year, Dr. Friedman was manager of the Chicago office.

• **Mansfield Chocolate Incorporated** has appointed two new sales representatives, according to an announcement made recently by A. M. Nelson, Vice President. Ellis & Co., food brokers and manufacturers representatives in Cleveland, Ohio, have been named as salesmen for bulk chocolate products. Armand B. Sternberger, of Illinois, has been appointed sales representative in Illinois and Wisconsin for the firm's chocolate coating, and liquors and cocoa powders.

• **Chas. Pfizer & Co., Inc.** reports for the first three months of 1952, net income of \$3,333,413, equal after preferred dividends to 64 cents a share on 4,884,165 shares of common stock. Net for the same period in 1951 amounted to \$3,435,676.

Crystalline vitamin A acetate in purified, winterized vegetable oil has just been placed on the market for use in fortification of oleomargarine by the Pfizer company. The company's plant at Groton, Connecticut, completed in the Spring of 1951, is capable of supplying half the U. S. civilian and military requirements for this vitamin.

A new 71 page booklet concerning Pfizer products for the food and beverage industries, including vitamins, acidulants, antioxidants and salts has just been issued. The first half of the booklet is sub-tains technical data, packaging information, and backgrounds on Pfizer's products. Free copies of the booklet may be obtained by writing the company at 630 Flushing Ave., Brooklyn 6, New York.

• **Blumenthal Brothers of Philadelphia**, has appointed the Hobart J. Thurber Company, as exclusive representatives for their line of cocoas, chocolate coatings and chocolate liquors in the Chicago area.

# Confectionery Brokers

## New England States

### JESSE C. LESSE CO.

Confectionery  
Offices and Sales Room  
161 Massachusetts Ave.  
**BOSTON 15, MASS.**  
Territory: New England

## Middle Atlantic States

### JAMES A. BRADY CO.

412-13 Scranton Real Estate Bldg.  
**SCRANTON 1, PENN.**  
Phone 7-2222

Concentrated coverage of the  
candy and food trade in N. E.  
Penn. "The Anthracite"

### MANNY MILLER

246 So. 46th St.  
**PHILADELPHIA 39, PENN.**  
Specialist with the Super Market  
& Wholesale Grocery Trade for  
Nineteen years, in this Concentrated  
Area.

### HERBERT M. SMITH

318 Palmer Drive  
**NO. SYRACUSE, NEW YORK**  
Terr: New York State

### IRVING S. ZAMORE

2608 Belmar Place  
**SWISSVALE, PITTSBURGH 18, PA.**  
29 Years Experience  
Terr: Pennsylvania, excluding  
city of Philadelphia

## South Atlantic States

### JIM CHAMBERS

Candy Broker  
84 Peachtree Street  
**ATLANTA 3, GEORGIA**  
Terr: Ga., Ala., and Fla.

### WM. E. HARRELSON

Candy & Allied Lines  
5308 Tuckahoe Ave.—Phone 44280  
**RICHMOND 21, VIRGINIA**  
Terr: W. Va., Va., N. & S. Car.

### WALTER C. MCGILL

Candy Specialties—Jobbers only  
Box 912, Lynchburg, Va.  
Terr: Virginia, No. & So. Carolina

### ROY E. RANDALL CO.

Manufacturers' Representative  
P. O. Box 605—Phone 7590

**COLUMBIA 1, SO. CAROLINA**  
Terr: No. & So. Carolina  
Over 25 years in area

## South Atlantic States (cont'd)

### BUSKELL BROKERAGE CO.

1135 East Front Street  
**RICHLANDS, VA.**

Contact Wholesale Groceries, Candy  
Jobbers and National Chains  
Terr: Va., W. Va., Eastern Tenn.,  
and Eastern Kentucky

### W. M. (BILL) WALLACE

Candy and Specialty Items  
P. O. Box 472—111 Rutland Bldg.

**DECATUR, GEORGIA**  
Terr: Ga. & Fla.  
Thorough Coverage

### SAMUEL SMITH

2500 Patterson Ave. Phone 22318  
Manufacturers' Representative

**WINSTON-SALEM 4, N. CAROLINA**  
Terr: Virginia, N. Carolina,  
S. Carolina

### IRVIN P. NORRIS

Manufacturing Representative  
Austin Circle  
**DECATUR, GEORGIA**  
Candy—Novelties—Package Foods  
Territory: Ga., Fla., Ala. & Tenn.

## East No. Central States

### G. W. McDERMOTT

100 North Raymond St.—Phone 382  
**MARINETTE, WISCONSIN**  
Terr: Wisc. & Upper Mich.—covered  
every five weeks.

### ROGER ETTLINGER

Phone Townsend 8-5369  
16525 Woodward Ave.

**DETROIT 3, MICHIGAN**  
Terr: Entire state of Michigan

### BERNARD R. HIRSCH

1012 N. 3rd St.  
**MILWAUKEE 3, WISCONSIN**  
Terr: Wis., Ia., Ill. (excluding Chi-  
cago) Mich. (Upper Penn.)

### IRWIN R. TUCKER COMPANY, INC.

308 W. Washington Street  
**Chicago 6, Illinois**  
Complete Coverage of Chicago  
Market

# Confectionery Brokers (Cont'd)

## East No. Central States (cont'd)

**H. K. BEALL & CO.**  
308 W. Washington St.  
**CHICAGO 6, ILLINOIS**  
Phones RANDolph 1618-1628  
Territory: Illinois, Indiana,  
Wisconsin  
25 years in the Candy Business

**ARTHUR H. SCHMIDT CO**  
815 Erie-side Ave.  
**CLEVELAND 14, OHIO**  
Terr: Ohio, Member Nat'l. Conf.  
Salesmen Ass'n.  
Buckeye Candy Club

## East So. Central States

**R. HENRY TAYLOR**  
Candy Broker  
Box 1456—Phone 4-2763  
**LEXINGTON, KENTUCKY**  
Territory: Kentucky and Tennessee

**A. C. BURNETT COMPANY**  
Candy Brokers  
**HALEYVILLE, ALA.**  
A crack team of six Southern salesmen.  
Ky., Tenn., Miss., Ala., Fla.,  
Ga., S. C., N. C., Va., W. Va.,  
Ark., La.  
If it will sell in Dixie—we can sell it.

**FELIX D. BRIGHT & SON**  
Candy Specialties  
P. O. Box 177—Phone 8-4097  
**NASHVILLE 2, TENNESSEE**  
Terr: Kentucky, Tennessee, Alabama, Mississippi, Louisiana

**J. L. FARRINGER CO.**  
**FRANKLIN, TENNESSEE**  
Established 1924  
Territory: Tenn., Ky., and W. Va.  
3 Salesmen covering territory

**AUBREY O. MAXWELL CO.**  
91 Franklin St.  
**NASHVILLE 3, TENN.**  
Manufacturers Sales Agent  
Territory: Middle Tennessee

## West No. Central States

**ELMER J. EDWARDS**  
**CANDY BROKERAGE**  
5352 31st Ave. So.  
**MINNEAPOLIS 17, MINN.**  
Phone: Pa. 7659  
Terr: Minn., N. & S. Dak.—Special attention given to Twin City trade

**GRIFFITHS SALES COMPANY**  
725 Clark Ave.—Phone GA. 4979  
**SAINT LOUIS 2, MISSOURI**  
We specialize in candy and novelties.  
Terr: Mo., Ill., and Kan.

## West So. Central States

**JAMES A. WEAR & SON**  
P. O. Box 27  
**BALLINGER, TEXAS**  
Personal Representation  
Territory: Texas

## Mountain States

### CAMERON SALES COMPANY

3000 Monaco Parkway  
**Denver, Colo.**  
Dexter 0881

Candy & Allied lines. More than ten years coverage of Colo., Wyoming, Mont., Idaho & Utah

## JERRY HIRSCH

Manufacturers' Representative  
Candy and Specialty Items  
4111 E. 4th St.

### TUCSON, ARIZONA

Territory: Arizona, New Mexico & El Paso, Texas

**AR-N-TEX**  
P.O. Box 1442  
**ALBUQUERQUE, NEW MEXICO**

Brokers of Fine Candies  
and  
Interesting Novelties  
We believe in "detail" work  
Three Men covering:  
West Tex., N. M., Ariz., Colo., Utah

**G & Z BROKERAGE COMPANY**  
New Mexico—Arizona El Paso  
County Texas

P. O. Box 227 **ALBUQUERQUE**  
N. Mex.

Personal service to 183 jobbers, super-markets and department stores. Backed by 26 years experience in the confectionery field. We call on every account personally every six weeks. Candy is our business.

## KAISSER MICHAEL

Broker  
Manufacturers' Representative  
"World's Finest Candies"  
911 South Richmond Ave.  
**ALBUQUERQUE, NEW MEXICO**  
Terr: New Mexico, Arizona & El Paso, Texas area

• Dr. Fred Olsen, vice president for research and development of Olin Industries, Inc., of East Alton, Illinois, has been elected president of the Industrial Research Institute, Inc., New York City. Dr. Olsen has been with Olin since 1929, and is known for his work in the development of stable nitrocellulose and in "ball" powder, and for his activities in connection with cellulose and high explosives.

According to a recent announcement the Zellerbach Paper Company of San Francisco has been established as the distributor for Olin Cellophane to users in the Western and Pacific Coast States.

• The Solvay Process Division and the Solvay Sales Division were consolidated, effective June 1. Now known as the Solvay Process Division, Allied Chemical & Dye Corporation, the Division will be responsible for production and sale of alkali, chlorine and related products, and will continue to sell the chlorine produced by the Nitrogen Division. The executive sales offices were moved on June 9, from 40 Rector Street to 61 Broadway and consolidated with the Solvay Process executive office.

• Carson Limited, Shortwood, Near Bristol, England, has available for export sweet chocolate and sweet milk chocolate coatings.

• American Cocoa Research Institute announces election of the following board of directors for the coming year: H. Russell Burbank, Rockwood & Co., chairman; Clive C. Day, Nestle Chocolate Company, Inc., vice chairman; James L. Clevenger, Jr., Hershey Chocolate Corporation; S. Y. Coyne, president of the New York Cocoa Exchange, Inc., and T. J. Mahoney, president of the Cocoa Merchant's Assn. of America, Inc. Gordon P. Peyton of Washington, D. C. was continued in office as secretary-treasurer and general counsel.

• William K. Wallbridge, former Chairman of the Board of Lamont, Corliss & Company and its successor, The Nestle Chocolate Company, Inc. and Honorary Chairman of the Board of the merged Nestle Company, Inc., was honored at a luncheon in New York recently by a small group of long-time associates. Clive C. Day, Director and Chairman of the Executive Committee of The Nestle Company, Inc., acted in behalf of the group assembled and presented Mr. Wallbridge with a handsomely framed aerial photograph of the chocolate plant at Fulton, New York, where Nestle's, Peter's and Runkle's Chocolate Products are manufactured. The back of the picture was autographed by all guests present.

The photograph of today's large modern factory is sharply contrasted to the rather humble beginnings, and much credit for the Company's growth is due to Mr. Wallbridge's efforts.

• Frumix Flavouring Materials Reg'd (wholesaler and manufacturer's agent), 4006 St. Catherine Street West, Montreal, Quebec, seeks agency for best quality flavoring essences, essential oils, and aromatic chemical.

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• Olin Industries, Inc. have announced the organization of the Forest Products Division with headquarters in Shreveport, Louisiana, as the eighth operating division of their company. At the same time Mr. John M. Olin, President, announced the major operating personnel of the new division.

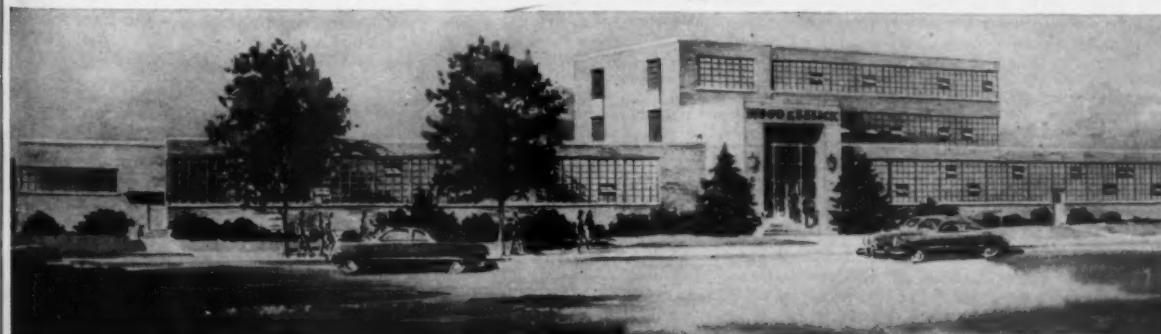
• Karl Friedrich Koenig and Jan B. Rothfos, representing Bernhard Rothfos (importer and wholesaler of green coffee, raw cocoa, tea, and chocolate; exporter of machinery, technical goods, and sundries) 6 Pickhuben, Hamburg, are scheduled to be in this country through the month of July. They are interested in contacting importers and chambers of commerce in the various cities they plan to visit.

### Gordian Publishes a Cacao Bibliography

Compiled by Wolf Mueller assisted by Dr. Heinrich Fincke, Senior of German Cacao Research, this Bibliography covers the history, cultivation, use, manufacture and economic importance of Cacao.

Resulting from the notes taken during more than twenty years research work for publication of the forthcoming "History of Cocoa and Chocolate," this bibliography is divided into two sections. The first section comprises the literature published up to 1900 and the second section comprises the publications of the last 50 years.

The editors of GORDIAN and the author, Wolf Mueller, are interested in making the Bibliography more complete in the future, and are inviting authors and publishing firms to send their publications and possible corrections to the author.



We are pleased to announce the removal of our New York offices to:  
19 Rector Street, New York 6, New York.

This move will enable us to continue to serve the confectionery trade with our extensive line of basic raw materials and with full assurance that the high standards of quality identified with our products will be maintained.

Red "V" Desiccated Coconut  
True-Fresh\* Sweetened Coconut  
Vanilla, Extracts and Emulsions  
Favorite Brand Nougat & Caramel

True-Fresh\* Colored Coconut  
Toasted Coconut  
Shelled Nuts  
Macaroon Crunch

## WOOD & SELICK SWEETENED COCONUT CO., INC.

19 Rector Street

WHITEHALL 3-7040

New York 6, N.Y.

New York—Chicago

\*Trade Mark Reg.

## Confectionery Brokers (Cont'd)

### Pacific States

**CARTER & CARTER**  
Confectionery Mfr's Representative  
since 1901  
91 Connecticut St.  
**SEATTLE 4, WASHINGTON**  
Offering dependable representation  
in the states of **OREGON & WASHINGTON**  
Randall Schmoyer (owner)

**L. LIBERMAN**  
**SEATTLE 22, WASHINGTON**  
Manufacturers' Representative  
1705 Belmont Avenue  
Terr.: Wash., Ore., Mont., Ida., Utah, Wyo.

**GEORGE R. STEVENSON CO.**  
Terminal Sales Building  
**SEATTLE, WASHINGTON**  
Territory: Wash., Ore., Ida., Mont.  
Over 20 years in this area.

**MALCOLM S. CLARK CO.**  
1487½ Valencia St.  
No. Cal., Nev., & Hawaii  
**SAN FRANCISCO 10, CALIF.**

923 E. Third St.—Southern California  
**LOS ANGELES 13, CALIF.**

Terminal Sales Bldg.  
Wash., N. Idaho  
**SEATTLE 1, WASH.**  
903 Park Road  
Alz., New Mex., W. Texas  
**EL PASO, TEXAS**

**RALPH W. UNGER**  
923 East 3rd St.  
Phone: Trinity 8282  
**LOS ANGELES, CALIFORNIA**  
Terr.: Calif., Ariz., N. Mex., Hawaiian Islands

**HARRY N. NELSON CO.**  
112 Market St.  
**SAN FRANCISCO 11, CALIF.**  
Established 1906  
Sell Wholesale Trade Only  
Terr.: Eleven Western States

**GENE ALCORN & CO.**  
1340 E. 6th Street  
**LOS ANGELES 21, CALIFORNIA**  
383 Brannan Street  
**SAN FRANCISCO 7, CALIFORNIA**  
Territory: State of California



The MANUFACTURING CONFECTIONER'S

# Clearing House



## MACHINERY FOR SALE

**FOR SALE:** STEEL STARCH BUCK, DE-  
POSITOR & POWER PRINTER, 24" and  
16" Enrobers with tunnel and refrig. units  
complete, cut roll machines, 5 ft. cream  
beater, caramel cutter & sizers, York batch  
roller, cooling tables, 300 & 500 lb. chocolate  
melting, steam jacketed kettles, Hand  
copper kettles, Forced and Natural Draft  
Stoves, Krimpac Wrapping Machine, S. Z.  
Candy Machinery Company, 1140 No.  
American St., Philadelphia 23, Pa.

**FOR SALE:** Two 24" National Enrober  
Lines complete with Automatic Feeder,  
Cold Slab, Enrober and 40' Cooling Tunnel.  
Can be seen in production anytime  
up to July 1st. Write to Box 721, The  
**MANUFACTURING CONFECTIONER.**

**FOR SALE:** One SAVAGE CARAMEL CUTTER  
With 7 in. circular knives, silent chain  
drive 2 hp motor; one Savage Caramel  
Sizer, 51/2x20 inches, silent chain drive  
1 hp. motor; 35 gal. steam jacketed copper  
kettler with 3 inc. drawoff valve and stand;  
in storage in Chicago. Will sell separately.  
Make offer. E. H. Bergin, 412 Fletcher  
Place, Winter Park, Fla.

**FOR SALE:** NEW EXTRUDER with single  
10-in. screw, 16 in. die plate, 5 HP-3  
phase motor, varied-speed drive, 5 HP  
speed reducer, 18" belt, has 1/2 HP-1 phase  
motor, Reeves pulley, speed reducer and  
revolving cutoff. **NEVER USED—BARGAIN  
AT \$1,000.00**

**HOLM WEIGHING-FILLING MACHINE.**  
Model A-DS, never used. Cost new  
\$650.00. Bargain at \$200.00.  
Prices quoted are F.O.B. Easton, Pa. plus  
crating. Box No. 728, The MANUFACTUR-  
ING CONFECTIONER.

**FOR SALE:** Racine Depositor, Hohberger  
Continuous Hard Candy Cocker, 1000  
lb. hourly capacity, complete with vacuum  
pump; Bullerjohn Drier; Bausman Starch  
Machine; Double-arm puller; 16-inch En-  
rober with 50-ft. tunnel and compressor;  
Rostoplast machine with dies; Simplex Gas  
Fire Cooker with 2 kettles; 42-C Forgrove  
Wrapper; and Ideal Caramel Wrappers.  
Box No. 622, The MANUFACTURING CON-  
FECTIONER.

**FOR SALE:** Hohberger Continuous Cream  
Machine; M-100 Mogul with D-100 Depositor;  
32-inch N.E. Enrober; 24-inch Bel-  
turn (90°); Simplex Steam Cooker; D.F.  
Bar Wrapper with magazine feed; and 2  
5-ft. Ball beaters. Box 623, The MANUFAC-  
TURING CONFECTIONER.

**A BARGAIN FOR QUICK SALE:**  
1—Triangle Model A 2 Elec-Tri-Pak  
Weigher, 110 Volt, 60 Cycle AC. For  
details write: Beans Incorporated, Cam-  
bridge, Minnesota.

**FOR SALE:** 1200 used nesting type tote  
pans 20 qa. sheet size 12x28x7 1/2" high  
Price \$1.00 each. Nestle Company, Inc.,  
Fulton, New York.

**FOR SALE:** TABLET wrapping machine  
like new. Will wrap packages 2 1/2"  
long x 5/8" x 5/8" in foil and band. Box No.  
731, The MANUFACTURING CONFE-  
TIONER.

## POSITION WANTED

**POSITION WANTED:** Experienced produc-  
tion manager with national manufacturer  
of 5, 10, 15 and 25c hard candies and mint  
roll packages. Intimate knowledge of lab-  
oratory methods, production and quality  
rolled specialties. Present earnings \$10,000  
a year. Can invest \$50,000 if warranted.  
Prospective employer should be national  
sales minded. Box No. 727, The MANUFAC-  
TURING CONFECTIONER.

**POSITION WANTED:** Chemical Engineer—  
6 years experience in confectionery field.  
Well versed in Quality control, Sanitation,  
Product and methods development. Cur-  
rently employed with bar goods manufac-  
turer. Box No. 729, The MANUFACTURING  
CONFECTIONER.

## HELP WANTED

**HELP WANTED:** Production Manager for  
hard candy plant producing large volume  
of specialty items. Must be thoroughly  
experienced in hard candy work. Should  
be completely familiar with modern methods  
and be able to increase productivity of em-  
ployees and entire operation without hindering  
quality. Box No. 730, The MANUFAC-  
TURING CONFECTIONER.

**HELP WANTED: PAN MAN—EXPERI-  
ENCED ON SUGAR FINISH. EXCELLENT  
OPPORTUNITY STEADY WORK. JUST  
BORN, INC., BETHLEHEM, PA. Plant 80  
miles from NEW YORK CITY.**

## CANDY EXECUTIVE WANTED:

As operating partner in medium-sized  
candy plant in Southwest. This is an op-  
portunity to invest in an expanding firm in  
one of the fastest growing markets in the  
country. Please give full particulars and  
references, including the amount you can  
invest in letter to Box No. 726, The MANUFAC-  
TURING CONFECTIONER.

## BUSINESS FOR SALE

**FOR SALE:** in Rapid City, S. D. The only  
candy kitchen in city. Good location,  
good equipment and good business. Montas  
Candy Kitchen, 520 Main Street, Rapid City,  
S. D.

**BUSINESS FOR SALE:** Modern candy store  
and fountain, one of the best corners in  
Western New York state. Present location  
7 years. Modern front and air-conditioned.  
Store equipment five years old and in A1  
condition. Small factory in new building  
in back of store, with good machinery.  
Long lease. Gross sales last year \$141,000.  
Legitimate reason for selling. Ira Powner,  
17 Court St. Buffalo, N. Y.

## MISCELLANEOUS

**MACHINERY WANTED:** 36 inch Electric  
Beater—John Werner Preferred. Friend  
1-Hand Roller, 50 lb. capacity. Reply to:  
Lips Candies, 613 Main St., Evansville,  
Indiana.

**HERE IS THE SOLUTION TO YOUR  
FREIGHT PROBLEMS IN THE SOUTH-  
CENTRAL AND SOUTHWESTERN STATES.**  
Medium-sized candy plant that can be  
converted to producing your type of  
candies. Interested mainly in manufacturers  
with name brands. Good labor supply,  
close proximity to primary markets. Will  
sell outright or will relinquish full control  
to the right manufacturer. This proposition  
will stand strictest investigation. Before  
giving details it will be necessary that re-  
plies to this ad come direct to us from the  
interested parties. Box No. 725, The MANU-  
FACTURING CONFECTIONER.

**FOR SALE:** 675,000 assorted, partial cello-  
phane open-face collapsible candy boxes  
for Hard candy—Filled Raspberries, Michi-  
gan Cherries, Malted Balls, etc. total of 9  
kinds with private label. Also some cor-  
rugated cases to fit. Label would be as-  
signed with purchase. Make offer. Samples  
furnished. Box No. 723, The MANUFAC-  
TURING CONFECTIONER.

An established firm is interested in buy-  
ing outright or a controlling interest in  
a modern candy plant that is in operation.  
Write full details. Contents will be held  
confidential. Address Box No. 722, The  
**MANUFACTURING CONFECTIONER.**

**SUBSTANTIAL CAPITAL AVAILABLE TO  
CANDY MANUFACTURERS FOR EX-  
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# SPECIAL ANNOUNCEMENT! For Sale Piecemeal

Modern Late-Type Machinery & Equipment

Formerly used by world famous

## H U Y L E R ' S

New York City, N. Y.

660 First Avenue (at 38th St.)

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National Equipment Model M-100 Mogul. PRACTICALLY BRAND NEW. With D-100 Deodorizer, Hydro-Seal Pump Bar, Harmonic Motor, centralized forced lubrication, explosion proof motors, quick-removable sieve, and...  
rie automatic starch tray Loader and  
rie Stacker.

est type Hapman Starch Conveyor.

Chalmers Low-Head Sifter.

National Equipment auto. Wood Mogul with Deodorizer and Stainless Steel Hopper and Hydro-Seal Pump Bar.

standard size starch trays with starch.

000 lb. Wegner Model B Stainless Steel Chocolate Melters, with motors and auto. temperature controls.

0 lb., 1000 lb., 500 lb. cast iron Chocolate Melters, motor driven.

ge Chocolate Block Breaker

2—National Equipment 24" De Luxe Enrobers. PRACTICALLY BRAND NEW. With automatic Feeders, Bottomers, automatic Temperature Controls, individual refrigerated Cooling Tunnels, Packing Tables.

2—Greer 24" Coaters. PRACTICALLY BRAND NEW. With automatic Feeders, Bottomers, automatic Temperature Controls, individual refrigerated Cooling Tunnels, Packing Tables.

2—Hayssen auto. cellophane box Wrappers with conveyors and motors; sizes 4"-10" and 7"-13".

1—Package Machinery Co. Model FA4Q cellophane box Wrapper with overhead carriage and conveyor.

Stainless Steel and Copper single and double action Cooking and Mixing Kettles.

Fitzpatrick Model D Stainless Steel Commuter with 10 additional assorted screens.

Friend Bostonian Cream Center Machine

Practically BRAND NEW Simplex 2-Way Tilt Steam Cream Vacuum Cooker with all connecting pipes and fittings.

Savage 200 lb. S. S. Marshmallow Beater.

3' x 8' Collum Cooling Slabs.

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Candy and Chocolate  
Manufacturing Equipment

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ese Offerings Are Subject To Prior Sale

## Hudson Sharp Exhibits Campbell Wrapper

The Campbell wrapper, named for S. J. Campbell, President of Hudson Sharp, was displayed in operation at the Packaging Exposition held in Atlantic City.

The wrapper is manufactured in many models in a large range of sizes, designed to satisfy the packaging problems of a great many industries. Because of the machine's unique operation the original character of the wrapped product is readily preserved in a neat, uniform and completely sealed package.

The Hudson Sharp Machine Company's Main office and factory are located in Green Bay, Wisconsin, with Sales Offices in New York, Chicago, Los Angeles, Denver, and Dallas.



Illustrated is the Campbell Wrapper with Hudson Sharp personnel demonstrating the machine at Atlantic City. Left to right: Basil Barrette, Erection Engineer; C. A. Weil, Vice President and Sales Manager; R. E. Jansing, Jr., Sales Engineer; R. H. Nygren, Sales Representative, Dallas, Texas; L. P. Bourgeois, Vice President, Chicago.

"Distinguished Young American" awards given by the Curtis Candy Company of Chicago were presented recently to two Colorado boys who saved the life of a five-year-old by extending their hands to him when he fell into an open sanitary sewer excavation, pulling him to safety, and then taking him home. The youngsters, Billy Eatchel and Larry St. Amand, are both Cub Scouts from Lakewood.

\* \* \*

A single girl came into her office and passed out cigars and candy, both with blue ribbons. Somewhat puzzled, her co-workers asked the occasion. Proudly she displayed a solitaire on her left hand and announced: "It's a boy—6 feet tall and 185 pounds."

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